Manitoba

Annual Report 1990-91

Manitoba Industry, Trade and Tourism

Manitoba Fitness and Sport Directorates

93-00424/

Minister of
Industry, Trade and Tourism

Winnipeg, Manitoba, CANADA
R3C 0V8

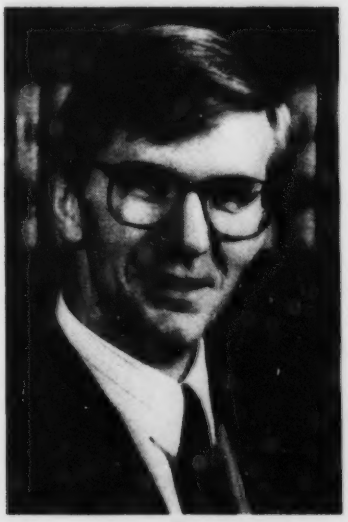
His Honour George Johnson
Lieutenant-Governor of Manitoba
235 Legislative Building
Winnipeg, Manitoba

May It Please Your Honour:

I am pleased to present the Annual Reports of the Department of Industry, Trade and Tourism, the Manitoba Trading Corporation and the Fitness and Sport Directorates, for the fiscal year ending March 31, 1991. Three associated agencies, the Manitoba Development Corporation, the Manitoba Horse Racing Commission and the Manitoba Research Council, report annually under separate cover.

Respectfully submitted,

Eric Stefanson
Minister of Industry, Trade and Tourism



Manitoba

Deputy Minister of
Industry, Trade
and Tourism

Winnipeg, Manitoba, CANADA
R3C 0V6

The Honourable Eric Stefanson
Minister
Manitoba Industry, Trade and Tourism

Sir:

It is my privilege to present the Annual Reports of the Department of Industry, Trade and Tourism, the Manitoba Trading Corporation and the Fitness and Sport Directorates, concerning the fiscal year 1990-91.

Respectfully submitted,

K. Michael Bessey
Acting Deputy Minister of Industry, Trade and Tourism

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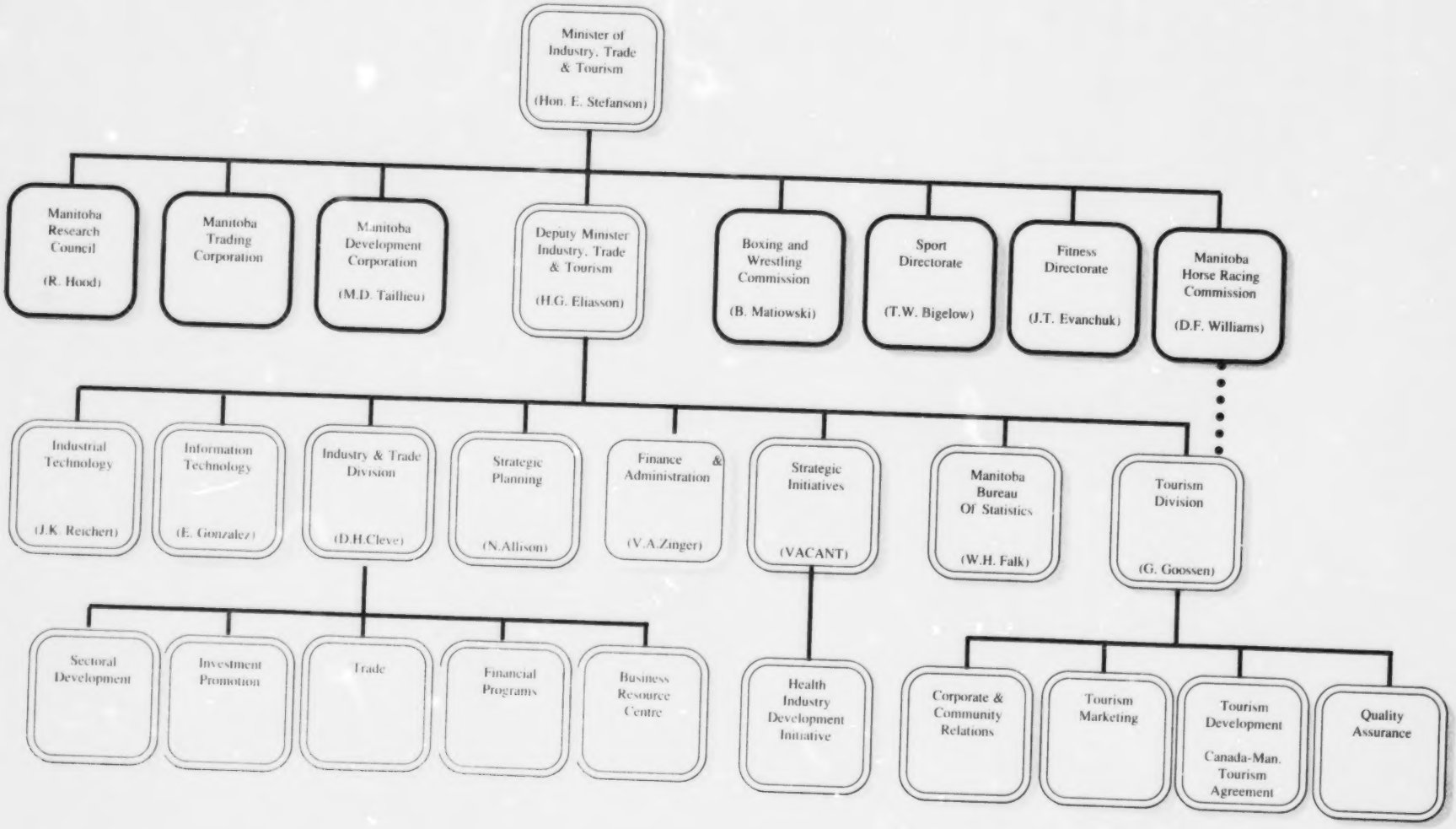
Organization Chart - Manitoba Industry, Trade and Tourism - 1990-91

Reporting to the Minister of Industry, Trade and Tourism
March 31, 1991



Statutory Responsibilities of the Minister of Industry, Trade and Tourism

The Boxing and Wrestling Commission Act

The Convention Centre Corporation Act

The Design Institute Act

The Development Corporation Act

The Fitness and Amateur Sport Act

The Horse Racing Commission Act

The Research Council Act

The Statistics Act

The Tourism and Recreation Act

The Trading Corporation Act

No legislation was deleted from the responsibilities of the Minister during the fiscal year.

Historical Note

The Department of Industry, Trade and Tourism was established on August 1, 1988. The Department was formed from the Department of Industry, Trade and Technology and the Department of Business Development and Tourism. Prior to these departments, there had been a Department of Economic Development and Tourism, which was formed from the Department of Economic Development. The predecessor of the latter was the Department of Industry and Commerce.

Introduction

The report is generally structured in the order of the Departmental financial estimates for Industry, Trade and Tourism. Each main appropriation (division) is introduced, followed by a description of any sub-appropriations within it, including their objectives, activities, results and expenditures showing the estimate compared to the actual figures. The exceptions to the estimates sequence are: the strategic initiative for Health Industry Development is located after the Industry and Trade Division, and the Canada-Manitoba Tourism Development Agreement section combines the information for its operating expenditures and capital grants.

The Appendix contains the Associated Agencies' material and the Financial Information section.

The Department

The Department of Industry, Trade and Tourism was the lead agent for economic development in Manitoba. The Department supported and encouraged business and industrial entrepreneurial activity by providing assistance in obtaining equity funding, working capital, and the retention of professional consulting services for business start-ups or expansions; and offering programmes that encourage the introduction of advanced technologies, new initiatives in the export market, and the development of tourism marketing and promotion.

The Department consisted of four divisions, Administration and Finance, Industry and Trade, Technology, and Tourism, in addition to other units.

1. Deputy Minister - advised the Minister on policy matters; established and maintained effective interagency liaison and communications with the private sector and institutions with respect to economic activities. Co-ordinated and managed the activities of the Department.

2. Strategic Planning - was responsible for economic policy development, economic research, program evaluation, Strategic Studies Program management and appraisal of projects related to the Department's role as lead agency for economic development.

3. Financial and Administrative Services - provided accounting, personnel management and other administrative requirements and central services to the Department.

4. Industry and Trade Division - encouraged and assisted the establishment and expansion of industrial ventures in Manitoba in order to create new employment opportunities; promoted Manitoba goods and services in external markets; administered policy aimed at maximizing benefits from public purchasing activities; promoted Manitoba's potential for business and industrial investment; and provided information and counsel to those considering establishing a small business, with special consideration for new rural and women entrepreneurs.

5. Strategic Initiatives - identified, pursued and implemented strategic initiatives in selected non-traditional sectors with broad public service characteristics, such as the health industries; involved public sector effort and private investment to create long-term jobs; and negotiated with the Federal Government on long-term multi-departmental support.

6. Technology Division - promoted technological development in the province, advised and assisted on matters related to science, research and development, engineering and technology. Planned, developed and delivered a range of informatics and other technology-related initiatives (including Industrial Technology, the Manitoba Aerospace Technology Program, and Information Technology Industry Development); acted as lead agent in departmental, governmental and inter-governmental matters related to science and technology; and provided an annual grant to the Manitoba Research Council.

7. Manitoba Research Council - under authority of The Research Council Act, advised the Minister, recommended policies and administered selected programs to stimulate application of scientific and technical research to foster economic growth. (The Annual Report of the Manitoba Research Council is tabled under separate cover.)

8. Tourism Division - was responsible for the promotion of Manitoba as a tourist destination, and analyzed, evaluated and recommended the most effective utilization of tourism-related resources. In consultation with the industry, prepared strategies and programs compatible with tourism development policies.

9. Corporate and Community Relations - was the Department's central agency for dissemination of information internally and externally to the public.

10. Manitoba Horse Racing Commission - supported and supervised a horse racing and breeding industry. (The Commission tables its Annual Report under separate cover.)

11. Manitoba Bureau of Statistics - under the authority of The Statistics Act, operated as the central Provincial socio-economic statistical agency.

Other Responsibilities of the Minister

12. Fitness Directorate - promoted healthy lifestyles and increased participation in physical activity.

13. Sport Directorate - stimulated growth and development of sport.

Associated agencies:

14. Manitoba Boxing & Wrestling Commission - supervised and controlled professional boxing and wrestling.

15. Manitoba Development Corporation - operated under The Development Corporation Act, Part 2. (The Corporation's Annual Report is tabled under separate cover.)

16. Manitoba Trading Corporation - established under authority of The Trading Corporation Act, it encouraged, developed and increased Manitoba exports and trade. For Annual report, please see Associated Agencies in this report.

Administration and Finance Division

Administration and Finance's objectives are to provide for: the operations of the offices of the Minister and Deputy Minister; support services of executive response, policy and planning, and related economic information; centralized administration for the Department and the Fitness and Sport Directorates; and a development grant to the Faculty of Management at the University of Manitoba.

The components of Administration and Finance, that is, the Minister's appropriation, Executive Support, Strategic Planning, Finance and Administration, and Grant Assistance - Faculty of Management, are described in the following pages.

Minister

The Minister planned, led, organized and controlled the affairs of the Department in a manner consistent with the Department's mission and government policies and priorities.

Expenditures by Sub-Appropriation

10-1(a)

Minister's Salary	Actual 1990/91 $	Estimate 1990/91 SY	Estimate 1990/91 $	Variance Over(Under)	Expl. No.
Salaries	20,500	1.00	20,600	(100)	

Executive Support

Under the direction of the Minister and in accordance with the mission of the Department, the Deputy Minister co-ordinated and managed the activities of the Department and advised the Minister on matters related to industry, trade, small business, technology, and tourism. Executive Support also provided for the internal audit function for the Department.

Expenditures by Sub-Appropriation

10-1(b)

Executive Support	Actual 1990/91 $	Estimate 1990/91 SY	Estimate 1990/91 $	Variance Over(Under)	Expl. No.
Salaries	324,400	8.00	323,700	700	
Other Expenditures	103,100		76,400	26,700	1
TOTAL EXPENDITURES	427,500	8.00	400,100	27,400	

Explanation Number:

1. Increased travel itinerary of Minister and Deputy Minister to fulfil obligations as government representatives within North America.

Strategic Planning

Objectives

The Strategic Planning Branch's objectives are to provide necessary information, economic analysis, policy advice, program evaluation and development services, planning assistance, interagency liaison, and selected other services to the Department in support of its role as "lead agent" responsible for economic development matters.

Activities

The Branch:

- Monitored and reported on economic circumstances, events and key issues affecting the economy. It acquired and made available selected information important to the operations of the Department.

- Undertook economic research into areas of concern to the Department. It advised the Department with respect to current issues.

- Provided policy support in key areas, that is, interprovincial trade barriers, foreign investment, government procurement, the service sector, transportation and regional development. It assisted in program evaluation and the development of new initiatives.

- Worked closely with Federal government departments such as Western Economic Diversification and Industry, Science and Technology, and municipal governments such as the City of Winnipeg. It worked closely with other Provincial government departments such as Rural Development and Government Services.

- Coordinated the Department's annual strategic planning efforts. It worked closely, when requested, with individual divisions and branches in the development of plans. It engaged consultants under contract to undertake selective research projects in support of economic policy development.

Results

The results were reports, briefing notes, assessments and submissions on economic development matters. Less tangible, but equally important, was the accumulated knowledge or "intelligence" of the Branch concerning economic trends, issues, strategies and programs. It was this intelligence which provided the basis for quick response to issues as they emerged.

The Branch

- Assisted the divisions of the Department in the development and articulation of strategies.

- Prepared briefing materials and supported the Departmental Executive at intergovernmental conferences and meetings with the private sector.

- Played a key role in bringing about a national agreement on reduction of barriers to internal trade. reduction.

- Reviewed some 50 Investment Canada proposals.

- Assessed national and international circumstances ranging from workplace alienation to globalization.

- Participated in the evaluation of the Canada-Manitoba Tourism Development Agreement and in the development of a strategy for the telecommunications industry.

Expenditures by Sub-Appropriation

10-1(c)

Strategic Planning	Actual 1990/91 $	Estimate 1990/91 SY	Estimate 1990/91 $	Variance Over(Under)	Expl. No.
Salaries	425,700	9.00	411,400	14,300	
Other Expenditures	250,300		391,600	(141,300)	1
TOTAL EXPENDITURES	676,000	9.00	803,00	(127,000)	

Explanation Number:

1. The Strategic Studies Program was not fully utilized due to shortage of acceptable research projects.

Finance and Administration

Objective

The Finance and Administration Branch's objective is to provide general administrative services for the Department, the Manitoba Research Council and the Fitness and Sport Directorates, in accordance with government policies and procedures as set out by central agencies within the Provincial government.

Activities

The Branch coordinated and provided administrative and financial services for the Department, the Manitoba Research Council and the Fitness and Sport Directorates. This included centralized services such as specialized accounting, financial management, personnel management, computer systems and office facilities.

It ensured that all government legislative and regulatory requirements pertaining to expenditures, records, revenues, procurement and personnel were addressed in an appropriate and timely manner.

It also provided direction and leadership in areas such as Freedom of Information, French Language Services, Insurance and Risk, Affirmative Action, Decade for the Disabled requirements, and Executive Development.

Results

During the year, the Personnel Services Section commenced the preparation of a personnel procedure manual. The Branch continued to refine and update the Authority Seeking Documents Manual to assist staff with the preparation and routing of documents. Computer Services automated a number of forms and manual systems, such as the Estimates forms and process, to increase the efficiencies available through technology. The Information Systems Steering Committee met at various times to address the development and implementation of departmental policies and procedures regarding computer hardware, software and systems.

Workload statistics are available for the ongoing functions of the Branch. The Financial Management section processed 12,151 payments to suppliers and government departments and received 1,203 revenue payments during the year. Four hundred and twenty-eight (428) authority-seeking documents, including Cabinet Committee submissions and Orders in Council, were routed through the Branch. Computer Services supported and maintained a total of 207 computers and printers with maintenance of six existing networks and the installation of one additional local area network during the year. The Personnel Services section completed 73 appointments, conducted 8 job competitions and processed payroll information for 305 people. Seven (7) Freedom of Information requests were received and processed.

Expenditures by Sub-Appropriation

10-1(d)

Finance and Administration	Actual 1990/91 $	Estimate 1990/91 SY	Estimate 1990/91 $	Variance Over(Under)	Expl. No.
Salaries	613,600	19.26	675,200	(61,600)	
Other Expenditures	180,400		215,200	(34,800)	
TOTAL EXPENDITURES	794,000	19.26	890,400	(96,400)	

Grant Assistance - Faculty of Management

The objective of the grant is to provide financial assistance to the University of Manitoba, Faculty of Management in support of its long-term development. Annual grants over a five-year period, 1989-90 through 1993-94, are being provided by the Department. The Faculty of Management received the grant to enable it to add staff, increase enrolment and expand the range of programs and services.

Expenditures by Sub-Appropriation

10-1(f)

Grant Assistance- Faculty of Management	Actual 1990/91 $	Estimate 1990/91 SY	 $	Variance Over(Under)	Expl. No.
Grant Assistance	543,800		543,800	0	

Industry and Trade Division

The Industry and Trade Division's overall objective is to encourage and support industrial and commercial opportunities in Manitoba, including those related to the export of Manitoba products.

Details follow of Industry and Trade Division's branches: Industry and Trade Administration, Sectoral Development, Investment Promotion, Financial Programs, Trade and the Business Resource Centre.

Industry and Trade Division Administration

Industry and Trade Administration provides the overall management function for the five branches in the Division and related policy and program development.

Industry and Trade Division Administration manages the industrial development, export development, financial programs, small business support and trade policy functions. It co-ordinates and initiates the development of policy and provides program proposals related to small business, export development and industrial development. It also co-ordinates policy development related to the Canada-U.S. Free Trade Agreement, the Multilateral Trade Negotiations and the North American Free Trade Agreement Negotiations.

Expenditures by Sub-Appropriation

10-2(a)

Industry and Trade Administration	Actual 1990/91 $	Estimate 1990/91 SY	Estimate 1990/91 $	Variance Over(Under)	Expl. No
Salaries	186,700	5.00	184,800	1,900	
Other Expenditures	8,200		8,500	(300)	
TOTAL EXPENDITURES	194,900	5.00	193,300	1,600	

Sectoral Development

Objectives

The objective of the Sectoral Development Branch is to encourage investment and promote industrial and commercial opportunities in Manitoba. This is accomplished by: the attraction of new capital investment, the expansion of existing facilities and the sustaining of capital investment in Manitoba.

Activities

The Branch:

- Provided the principal business/commercial contact point and the source of intelligence within the Provincial government on industry sectors and corporate development.

- Identified and marketed investment opportunities to selected industrial development prospects both within and outside Manitoba.

- Worked to maintain a positive liaison between the provincial government and other levels of government and private industry. Played a co-ordinating role in ensuring that municipal and federal business development programs operated in concert with Manitoba's business promotion activities. Ensured that Manitoba businesses obtained the maximum amount of available federal assistance.

- Maintained contact with federal offset program staff to ensure Manitoba manufacturers have every opportunity to gain industrial benefit/offset work from Major Crown Projects.

- Provided a program of cost-shared (government/industry) studies in support of economic development activities.

- Provided crisis support to companies in difficulty.

- Operated the Western Regional office, located in Brandon, which although providing all departmental services, has primary responsibilities in business consulting and investment opportunity identification.

Results

The Branch, in association with Investment Promotion Branch, facilitated the creation of over 1000 jobs involving new private sector capital investment of $420 million. Notable among the new factories were Hughes Aircraft, G.E. Canada, Monarch Industrial Coatings, and Schwan's Canada Inc. Expansions occurred at Willmar Windows Ltd., Versatile Manufacturing, Pollard Banknote, Canadian Occidental Petroleum, and Inco Ltd. The Branch actively worked to maximize assistance from all federal programs, notably Western Economic Diversification, as well as contracts to fulfil federal offset programs.

In fiscal 1990/91 the Branch managed, on behalf of the Manitoba Innovation Fund, a program directed at the reduction of solid waste by for-profit business. Two grants totalling $19,900.00 were paid, one in support of manufacturing a residential compost box and the other in support of compacting and baling equipment for newspapers and boxes.

Expenditures by Sub-Appropriation

10-2b-(1)

Industry - Sectoral Development	Actual 1990/91 $	Estimate 1990/91 SY	Estimate 1990/91 $	Variance Over(Under)	Expl. No
Salaries	872,100	16.00	847,200	24,900	
Other Expenditures	297,300		310,100	(12,800)	
TOTAL EXPENDITURES	1,169,400	16.00	1,157,300	12,100	

10-2b-(3)

Recycling Business Development Program	Actual 1990/91 $	Estimate 1990/91 SY	Estimate 1990/91 $	Variance Over(Under)	Expl. No
Operating Expenditures	19,900		40,000	(20,100)	1
Recoveries	(19,900)		(40,000)	20,100	
TOTAL EXPENDITURES	0		0	0	

Explanation Number:

1. The initial need to start the program was estimated at $40.0. Two firms had successful projects funded by this program.

Investment Promotion

Objectives

The objectives of the Investment Promotion Branch are:

- To promote investment opportunities and attract development capital from outside Manitoba.

- To create new, or expand existing industrial and commercial enterprises in the province.

- To seek strategic partners for Manitoba companies, thereby increasing productivity and profitability to strengthen the Manitoba economy.

Activities

The Branch's activities comprised:

- Promotional activities such as incoming and outgoing investment missions, seminars, trade show visits or presentations to prospective investors, both within and outside the province. A proactive program of geographically and sectorally focused calls, carried out on a regular basis, was directed at identified development prospects in target markets, namely: Eastern Canada; selected areas of the United States; Southeast Asia (specifically Hong Kong, Taiwan, mainland China, Korea and Japan); and Western Europe (primarily the United Kingdom and Germany).

- Administration of Manitoba's representative office in Hong Kong, and contract consultant located in the U.K.

- Administration of the Entrepreneur and Investor class business immigration initiatives with respect to Canada's Business Immigration Program. This program provided landed immigrant status to experienced entrepreneurs to establish small businesses in Manitoba, and to investors who committed to an approved commercial venture or privately administered syndicate fund a minimum investment of $150,000 for at least 3 years. (A federal regulation change in December, 1990 increased the minimum investment to $250,000 for at least 5 years.)

Results

In conjunction with Sectoral Development, the Branch was involved in new private sector capital investment of $420 million which created some 1000 jobs in the province. Notable among the new factories were Hughes Aircraft, G.E. Canada, Monarch Industrial Coatings, and Schwan's Canada Inc. Expansions occurred at Willmar Windows Ltd., Versatile Manufacturing, Pollard Banknote, Canadian Occidental Petroleum, and Inco Ltd. The Branch actively worked to maximize assistance from all federal programs, notably Western Economic Diversification, as well as contracts to fulfil federal offset programs.

The Branch was actively involved in attracting some 40 entrepreneurs to Manitoba during the year, and in the subsequent monitoring of their business investments which totalled in the range of $4.8 million and created or maintained 100 jobs.

Offering memoranda totalling $329 million have been approved under the Immigrant Investor Program. These offerings represent a potential $194 million in 15 venture capital syndicates for investment in a variety of Manitoba businesses, and $135 million in 18 specific commercial projects. To the end of March 1991, approximately $110 million was invested or subscribed in 16 of these offerings.

Investment Promotion Branch has continued to work cooperatively with industrial development organizations, municipal and federal, to achieve maximum results. Initiatives have also focused on developing contacts and securing contracts under federal government industrial benefits programs.

Expenditures by Sub-Appropriation

10-2b-(2)

Industry - Investment Promotion	Actual 1990/91 $	Estimate 1990/91 SY	Estimate 1990/91 $	Variance Over(Under)	Expl. No
Salaries	382,900	7.00	374,500	8,400	
Other Expenditures	424,400		436,800	(12,400)	
TOTAL EXPENDITURES	807,300	7.00	811,300	(4,000)	

Financial Programs

Objectives

The objectives of the Financial Programs Branch are to provide financial support, equity or incentives to companies located in the province that are involved in either manufacturing, processing, research or the commercial development of products or technological ideas within the Manitoba economy. The Branch administers seven programs whose objectives are as follows:

Manitoba Industrial Opportunities Program - To provide financial assistance to attract new capital investment, in the form of major industrial projects (50 new jobs or more) to Manitoba; to ensure the commitment to specific job creation by the recipient companies through negotiated terms for the financial assistance provided.

Technology Commercialization Program - To stimulate economic growth and job creation through the provision of financial support to new and existing entrepreneurs who are developing innovative products or processes with a high degree of technical content. A second element of the Program promotes the transfer of technology to appropriate industrial vehicles within Manitoba.

Manufacturing Adaptation Program - To encourage firms to introduce state-of-the art technology to their manufacturing or processing operations; to assist firms to complete technology adaptation studies to determine the feasibility of introducing advanced production equipment to their operations; to provide qualifying businesses with loan financing to secure high technology equipment; to provide counselling to businesses via either program staff or by arrangement with related departments/agencies.

Venture Capital Program - Provided assistance to small and medium sized businesses to obtain equity capital for new start-ups, expansions and working capital; to bring the expertise of the private investors to the small businesses. Program was discontinued April 1, 1989 due to increased availability of private venture capital funds in the Province.

Surface Transportation Technology Program - A Provincial initiative, this Program replaced the expired Canada-Manitoba Urban Bus Agreement that provided contributions to research and development projects of private firms developing selected new or improved products for the urban surface transportation industry. The Agreement terminated with respect to project approvals on March 31, 1989, but outstanding commitments were honoured in the 1990/91 fiscal year for work completed by March 31, 1990.

Small Business Growth Fund - The fund is being rolled into the Vision Capital Fund.

Vision Capital Fund - The Department provides financial participation in the Vision Capital Fund, which is privately managed and reports to an independent Board of Advisors; it takes various types of financial positions in Manitoba businesses meeting criteria as established in the loan agreement with the Province. The Vision Capital Fund has subsumed the former Small Business Growth Fund which is now the limited partnership base of the Vision Capital Fund.

Activities

Manitoba Industrial Opportunities Program - The program can provide a variety of incentives for business. The most common form of assistance is that of a secured, low-interest loan. However, the incentives can also include various types of loan guarantees, interest subsidies or equity participation by way of preferred or common shares. The assistance could also take the form of training allowances or purchase agreements, and in some special cases the program may also provide funds for cost-shared studies for potential industrial projects.

Only the cost-shared studies can be funded on a non-repayable basis; all other guarantees or debt instruments must be repaid.

Technology Commercialization Program - The financial assistance is provided through the two elements of the program - New Business Assistance and Technology Transfer.

New Business Assistance is in the form of a grant for a portion of actual costs incurred for specified business and technical activities.

The Technology Transfer element of the program, through grant assistance, encourages the commercialization in Manitoba of technologies developed in universities, private sector or government laboratories. It also supports activities which contribute substantially to the development of Manitoba's technology transfer support infrastructure.

The Investment element, which was discontinued in June of 1988, provided seed financing for successful companies previously involved in New Business Assistance. This investment is recovered through a royalty negotiated as a percentage of the firm's future gross sales.

Manufacturing Adaptation Program - Firms can receive assistance for technology adaptation studies which examine the feasibility of introducing high technology to their manufacturing and processing operations. These studies are cost-shared on a 50/50 basis with program funding to a maximum of $7,500. Assuming the project is feasible, eligible businesses can apply for five-year loans, to a maximum of $100,000 towards the purchase of high technology equipment. Eligible businesses must be export-oriented or involved in inter-provincial trade or contemplating such involvement.

An integral part of the initiative involves the development and delivery of skill building and technology awareness seminars and workshops, sponsored in cooperation with related industry associations.

Venture Capital Program - The program was formally concluded as of March 31, 1989, because of the increased availability of private sources of capital, including funds from off-shore investors, which were accessible to Manitoba businesses. No applications were dealt with in this fiscal year. Staff continued to monitor the program's existing investment portfolio, which included processing dividend and principal payments.

Surface Transportation Technology Program -Outstanding commitments under the Canada-Manitoba Urban Bus Agreement at March 31, 1990 were honoured in the 1990/91 fiscal year.

Small Business Growth Fund - The Fund is being rolled into the Vision Capital Fund.

Vision Capital Fund - Through a loan agreement the program provides financial support to the Vision Capital Fund, a privately administered venture capital fund in Manitoba. The Fund makes investments of between $100,000 and $1,700,000 in Manitoba businesses that comply with the terms established in the loan agreement and gain the approval of the Advisory Board. The Department is committed to advancing $15 million, at which time a review of the Fund will be undertaken. A second $15 million contribution could subsequently be advanced under the loan, subject to the discretion of the Minister. The objective of the Fund is to achieve repayment and a commensurate return on its capital over its structured ten-year life.

Results

Manitoba Industrial Opportunities Program - Four agreements were concluded in 1990/91, all of which involved the provision of financial assistance by way of interest-subsidized repayable loans, totalling $7,547,000. One of the companies has decided not to proceed, leaving three projects with total Provincial assistance of $5,047,000. These projects will result in capital investment of $36,516,000 (including $9,951,000 in Federal assistance) and the creation of 363 jobs.

Technology Commercialization Program -
The program provided $104,255 in financial support to fourteen businesses during the current fiscal year under New Business Assistance. In addition, the Program issued commitments under the Technology Commercialization Program of $353,930 in the current fiscal year. The companies supported have indicated potential job creation or retention of 106 positions.

Manufacturing Adaptation Program - The program approved two Technology Adaptation Studies in the amount of $39,000 and eleven technology equipment loans aggregating $633,873 during the 1990/91 fiscal year. The firms involved represent various business sectors including the garment industry, electronic component manufacturing, bulk plastic storage tank production, electronic cabinetry fabrication, abrasive material manufacturing and truck grain box manufacturing. The businesses supported have indicated these projects will create 98 new jobs.

Venture Capital Program - Program results since inception have been eighty-one Venture Capital Companies formed and forty-nine companies supported with total investment of $18.4 million, of which the Province contributed $6.4 million; 1,160 jobs were created or maintained.

Of the total funds provided through the Venture Capital Program, over 70% was invested in the manufacturing and processing sector, with the balance in research and development, computer software, farm equipment repair and tourism projects.

The Province has been repaid almost $1 million on its investments and further payouts are being made. Eighteen companies have closed and six have been reorganized since the program began.

Surface Transportation Technology Program - This program supported research and development projects during the current fiscal year in the amount of $499,345.

Small Business Growth Fund - Is being rolled into the Vision Capital Fund.

Vision Capital Fund - The Fund actively sought and made investments within the mandate of the Fund. As the Fund is not mature, no realizations have yet been made.

Expenditures by Sub-Appropriation

10-2(c)

Financial Programs	Actual 1990/91 $	Estimate 1990/91 SY	Estimate 1990/91 $	Variance Over(Under)	Expl. No
Salaries	528,100	11.00	542,700	(14,600)	
Other Expenditures	37,900		39,400	(1,500)	
Programs:					
- Man. Industrial Opportunities	1,875,500		2,446,000	(570,500)	1
- Technology Commercialization	114,900		400,600	(285,700)	2
- Manufacturing Adaptation	227,100		510,600	(283,500)	3
- Venture Capital	1,648,500		857,500	791,000	4
- Surface Transportation Technology	499,300		775,000	(275,700)	5
- Small Business Growth Fund	262,300		269,000	(6,700)	
- Vision Capital	1,466,300		1,500,000	(33,700)	
TOTAL EXPENDITURES	6,659,900	11.00	7,340,800	(680,900)	

Explanation Number:

1. Decrease in interest charges due to a lower-than-anticipated level of approved loans and a change in the the timing of disbursements on approved loans.
2. No new technology transfer applications were received in 1990/91 due to the economic climate.
3. The under-utilization of the program can be attributed to the economic climate whereby firms placed their expansion plans on hold.
4. The Allowance for Doubtful Investments Account was increased to cover potential losses in venture capital companies.
5. Funds lapsed as funding agreements were not finalized in 1990/91.

Trade

Objectives

The objectives of the Trade Branch are:

- To promote increased exports of goods and services in domestic and international markets thereby stimulating the creation and maintenance of employment in the Manitoba goods producing and service sectors.

- To ensure Manitoba suppliers are afforded maximum opportunity to obtain benefits from public purchasing activities.

- To conduct policy research and analysis on trade issues impacting on the Manitoba economy.

Activities

The Branch:

- Administered a Trade Assistance Program that provided cost-sharing support for individual company participation in trade shows outside Manitoba.

- Organized and managed group participation by Manitoba firms in recognized international trade shows.

- Organized and sponsored sales missions to identified export markets and visits of foreign buyers to Manitoba.

- Administered a Marketing Plan Program that provides cost-sharing support for product market analysis, export package design, labelling and sales promotion material.

- Provided consulting assistance to Manitoba industry on export market opportunities, pricing, financing, documentation and other related technical aspects of exporting.

- Organized seminars on market opportunities or export skills and executed an export education program.

- Promoted the capabilities which exist in Manitoba in the manufacturing, professional engineering and consulting services sectors.

- Assisted in the development and coordination of programs and activities to maximize the benefits accruing to Manitoba from public purchasing activities.

- Undertook policy research and analysis on complex trade policy issues and monitored Manitoba's trade performance.

- Sponsored the Manitoba Export Awards to acknowledge export achievement.

Results

Support and assistance activities of the Trade Branch resulted in total company-reported committed sales of $2.65 million and projected sales over a 12-month period of $25.07 million for a grand total of $27.72 million.

Seventy-one grants were provided to 56 different companies to participate in 63 different trade shows in Canada, the USA and Europe on an individual basis, resulting in $1.15 million committed sales and $6.4 million in projected sales. Exhibiting companies appointed 67 agents.

One hundred and twenty-nine (98 different) companies were supported at 20 Manitoba group exhibits at major industry sector trade shows resulting in $585,000 committed sales and $11.57 million in projected sales. A total of 142 agents and distributors were appointed. Nine shows were in Canada, nine in the USA, and one each in France and the USSR.

The Trade Branch maintained information booths at 16 shows in support of Manitoba's manufacturing capabilities in general. Advertising was placed in six publications and industry sector directories and multilingual product literature was produced for one show. A total of 19 companies participated in seven out-going trade missions to the USA, Europe, USSR and Ontario. Eleven incoming trade delegations visited Manitoba from such regions as USSR, Japan, Middle East and Europe. Two new-exporters missions introduced 18 companies to the US market. Although these activities generally meet longer-term objectives, companies reported spot sales of $7,000 and projected sales of $5.28 million over the next 12 months.

The Marketing Plan Program assisted 13 companies to create export sales promotion material or do market research.

Consultation was provided on 362 occasions to companies on trade development needs and 227 export services enquiries were handled. Identifiable sales influenced by such counselling amounted to $905,000 actual and $1.82 million projected.

The Branch organized or sponsored 10 trade related seminars attracting 583 participants. An Export Development Training Program was successfully launched and an Export Guidebook was completed.

Trade policy and research activity continued on issues relating to the Canada-U.S. Free Trade agreement and the GATT negotiations. Activity started on the Canada-USA-Mexico free trade talks.

The Western Procurement Information Network (WPI notified Manitoba companies of government biddi opportunities in Western Canada. A number of indust sector directories were produced.

The Branch organized the seventh annual Manitol Export Awards and honoured the achievements of fi exporters: Original Log Cabins Ltd., Northern Ae Industries Ltd., Controlled Environments Ltd., Pallis Furniture Ltd. and HIR International Ltd.

Expenditures by Sub-Appropriation

10-2(e)

Trade	Actual 1990/91 $	Estimate 1990/91 SY	Estimate 1990/91 $	Variance Over(Under)	Expl. No
Salaries	903,200	20.00	1,013,600	(110,400)	
Other Expenditures	800,300		855,200	(54,900)	
TOTAL EXPENDITURES	1,703,500	20.00	1,868,800	(165,300)	

Business Resource Centre

Objective

The objective of the Centre is to develop, co-ordinate and deliver a range of activities for the enhancement and growth of Manitoba's entrepreneurial and small business community. This is accomplished by providing a first point of contact for timely and accurate business information, improving management effectiveness through training/counselling and increasing the level of successful business starts.

Activities

1) **Business Library**: Provided comprehensive reference and lending library services in print and electronic formats.

2) **Business Information and Publications**: Provided advice, counselling and information including the development and distribution of publications for entrepreneurs and owner/managers.

3) **Entrepreneurial Development Training**: Developed and delivered a range of courses and seminars for entrepreneurs and owner-managers to improve business skills.

4) **Business Counselling**: Responded to entrepreneurs' requests for counselling, and referred enquiries to other Departmental branches. Counselling included the Master in Business Administration Student Consulting Program and the Rural Business Counselling Program.

5) **Manitoba Marketing Network**: Provided consultative assistance in marketing and product promotion to business clients, via a private sector advisory group coordinated by the Department.

6) **Women's Entrepreneurial Initiative**: Promoted business ownership by women as an economic alternative to traditional careers.

7) **Business Start:** Guaranteed loans - The program provided loan guarantees through recognized financial institutions targeted primarily toward women and rural Manitoba, to a maximum of $10,000 for a new business start-up. Management training was an integral part of the program and was offered to all successful applicants.

8) **Special Programs**: Participated in entrepreneurial development programs such as Small Business Week, trade shows and other programs for the support of ethnic and minority entrepreneurs.

Results

1. **Business Library Services**: This program provided full library services to professional staff and the business community at large, including response to more than 6,000 inquiries in 1990/91. Other internal programs handled by the Librarian include administration of the Records Management Program and Freedom of Information coordination. An Audio-Video Resource Centre, that offered films and tapes relating to small business management, was accessed by approximately 1000 users.

2. **Small Business Information**: The Centre provided assistance in the form of advice, counselling and information to approximately 13,000 clients in Winnipeg and rural Manitoba. A total of 24 self-help publications were offered including a bulletin entitled "Of Interest to Women".

3. **Entrepreneurial Development & Training**: This program provided courses and seminars in Winnipeg and communities throughout the Province. Approximately 1,700 participants attended 100 courses and seminars. An Entrepreneurship training program for high school students was purchased by this department and the Department of Education and Training and will be introduced into all Manitoba high schools in 1991. Three Aboriginal Entrepreneurial Workshops were held in 1991. This was a pilot project between this department and Point Douglas Business Development Corp.

4. **Small Business Consulting**: This program provided assistance to business in a number of sectors, including retail, service and manufacturing. Services were offered in accounting and financing, marketing, production and general business. The consultants at the Centre provided assistance to approximately 440 Winnipeg clients and 175 rural clients.

   Rural Business Counselling: Using departmental consultants, this initiative conducted a series of one-on-one individual counselling sessions with 42 small business owner/managers in the communities of Fisher Branch, Selkirk and Stonewall.

The M.B.A. Student Consulting Program, which is guided by departmental staff and university professors, assisted seventeen small business clients during the summer of 1990.

5. **Manitoba Marketing Network**: Over 124 small businesses benefited from this personalized service during 1990-91. Entrepreneurs also accessed training from two scheduled workshops in Winnipeg and one in Brandon. The 25 volunteer executives of this organization are from Winnipeg, Brandon, Selkirk and Dauphin.

6. **Women Entrepreneurial Initiatives**: Program achievements included: (i) updated and distributed 20,000 copies of the programs and services directory entitled "Of Interest To Women"; (ii) co-ordinated and developed an entrepreneurial strategy for the women of Manitoba; (iii) participated in the development of An Action Plan, Phase II, a progress report arising from The Women's Initiative; (iv) provided the Women Business Owners of Manitoba with a $5,000 grant which was used toward the development of a business plan for an entrepreneurial centre; (v) participated as a member of the Women Business Owners of Manitoba; (vi) assisted with an entrepreneurial workshop for Aboriginal women, workshops are planned for disabled immigrant women (vii) actively involved, through financial and technical support, in Business Women's Week.

7. **Business Start**: The program was launched i March 1990 with the participation of the major bank and the Credit Union Central. Of the 50 active loan completed during the year, almost 50% were t women and/or rural applicants. Total loan func committed amounted to $415,600 while the averag loan amount was $8312. The mandatory two-da Business Education Seminar was attended by 11 people and the 18 Orientation Sessions attracte 212 participants.

8. **Support Programs**: As the Centre is a high-profil public access program, it is required to participate i trade shows, Small Business Week and variou other speaking and promotional engagements. Th development of ethnic and minority entrepreneu continued to receive special attention in 1990-9 through The Canadian Council for Native Busines the Community Business Initiative, the Core Are Initiative's Entrepreneurial program and other simil initiatives.

Expenditures by Sub-Appropriation

10-2(f)

Business Resource Centre	Actual 1990/91 $	Estimate 1990/91 SY	Estimate 1990/91 $	Variance Over(Under)	Expl. No
Salaries	526,200	14.00	630,400	(104,200)	
Other Expenditures	270,800		403,400	(132,600)	1
TOTAL EXPENDITURES	797,000	14.00	1,033,800	(236,800)	

Explanation Number:

1. The Business Start Program launched in March 1990 had lower than anticipated travel and applicant training costs. As there were no loan defaults, no claim payments were made.

Health Industry Development Initiative (HIDI)

Objectives

The objectives of this strategic initiative are: to develop the health industry in Manitoba through public effort and private investment; to create economically viable new investment and permanent high-value employment opportunities through export, and substitution of imports, of health care products and services.

Activities

The Initiative's activities are:

Industrial Development - Continued investment sourcing in Eastern Canada and the United States, and continued overseas investment sourcing with increased emphasis on Europe.

Product Development - Further developed import replacement and procurement of industrial benefits. Exports of Manitoba health product firms were assisted and sales efforts were supported in health furniture, mobility aids and related products.

Technology Development - Worked closely with the health research community in Manitoba to assist in advancing projects for funding in the areas of biotechnology, diagnostic systems, and prosthetics.

Aging and Rehabilitation - Established and provided support to the Canadian Aging and Rehabilitation Product Development Corporation (ARCOR).

Information/Communications - Continued further support of the newly established Canadian Health Telematics Inc.

Federal-Provincial Negotiations - Initiated business support programs in support of a Canada/Manitoba Strategy were initiated, including a strategic opportunities study in the field of cognitive prosthetics and health products waste management, and four technology commercialization projects.

Results

During 1990-91, 23 projects were implemented involving $58 million in capital and technological investments with near term employment totalling 162 jobs.

Industrial development opportunities have been identified and have been pursued in Eastern Canada, Minnesota, Germany, United Kingdom, Scandinavia, The Netherlands and Belgium.

Joint ventures and technology transfer projects have been pursued with health product firms in the United Kingdom and Hungary.

Additional jobs were created as a result of co-operation in hospital equipment procurement. Component purchases now total over $15 million as a result of the commitment related to the CT Scanning purchase and additional commitments from other radiological purchases.

HIDI has provided extensive staff and management support to the Canadian Aging and Rehab Corporation (ARCOR) and provided extensive detailed support to the Board of Directors and the Committees.

Major strategic studies for HIDI were in cognitive prosthetics and in waste management opportunities.

Significant federal commitments were advanced to the following:

- the Canadian Disease Control Virology Laboratory
- the Canadian Animal Virology Laboratory
- the Canadian Health Telematics Inc.
- Canadian Aging and Rehabilitation Product Development Corporation
- the Institute for Biodiagnostics
- support for specific industrial projects.

There was expansion in activity in overseas contacts, trade shows and trade mission to the U.S.A. in the health care field. A special initiative was undertaken to attract investment from high cost locations in Eastern Canada.

Expenditures by Sub-Appropriation

10-2(d)

Health Industry Development Initiative	Actual 1990/91 $	Estimate 1990/91 SY	Estimate 1990/91 $	Variance Over(Under)	Expl. No
Salaries	415,700	9.21	523,000	(107,300)	1
Other Expenditures	808,400		1,999,900	(1,191,500)	2
TOTAL EXPENDITURES	1,224,100	9.21	2,522,900	(1,298,800)	

Explanation Number:

1. Due to staff turnover and underfilling, salary dollars were underspent.
2. There was a $450,000 grant deferral because of start up delays at the Canadian Aging and Rehabiliation Product Development Corporation (ARCOR). A $741,500 underexpenditure was caused by reduced program delivery due to the staff vacancies and delays in take-up and completion of some shared-cost projects with the privat sector.

Technology Division

The Department's three Technology components, the Industrial Technology Branch, the Information Technology Branch, and Manitoba Research Council (Grant Assistance), seek to promote and support the technological development of the province. The three are described in the following pages.

Industrial Technology

Objective

The objective of the Industrial Technology Branch is to further Manitoba's technology-based economic development.

Activities

The Branch achieved its objective by:

- providing analytical, advisory and support services on matters relating to science, research and development, engineering and technology, and

- planning, developing and delivering a range of technology-related initiatives.

The Branch acted as lead agent in departmental, governmental and inter-government matters related to science and technology (planning, policy, programs).

It assessed and advised on proposals and actions of governments, the private sector, and others engaged in science, research and development, engineering, and other technology-related activity.

It also developed linkages, interaction, liaison and co-operation among groups involved in and affected by science and technology. This activity may include intramural and extramural activity with governments, business, education and the community. In particular, it involved the Manitoba Research Council, Manitoba's environmental and aerospace business sectors, and others through joint projects and the provision of assistance and information.

In addition, the Branch planned, developed, and, where appropriate, undertook a range of assistance and support for activity related to technology in Manitoba. It delivered the Manitoba Aerospace Technology Program and was pursuing industrial development strategies that focus on innovation and sustainable development in Manitoba. The Branch was responsible for the operation of the Manitoba Centres of Excellence Fund. It has developed specialized initiatives to increase public awareness of science and technology. The Branch also supported the operation of the Technology Commercialization Program, undertook initiatives related to technology transfer, and assisted the operation of other technology-related departmental initiatives.

Results

The Industrial Technology Branch provided analy
and advice on a variety of government matters relat
to science and technology. Areas of activity include
the further elaboration of a National Science and Tec
nology Action Plan through participation with the Cou
cil of Science and Technology Ministers; support throu
the Western Science and Technology Ministers
cooperative Western Canadian projects such as t
Earth Environment Space Initiative; and input into t
Annual Western Premiers Conference and the Annu
Conference of Premiers. The Premiers endorsed
report referred to as the "Halifax Declaration - A Call
Action" resulting from the National Forum of Scien
and Technology Advisory Councils.

The Branch assessed proposals and actions related
science and technology (e.g., government science a
technology expenditure statistics, the operation of t
Manitoba Research Council, federal science and tec
nology activity in Manitoba).

It continued to develop linkages and co-operation amo
those either active in technological change or affect
by it. Improvements were made in co-ordination
science and technology (S&T) activities between p
vincial departments. Increased public awareness
science and technology was encouraged, for examp
through support for Science Fairs. The Branch also c
ordinated Manitoba's contribution in kind towards t
federal government's two-year, $5 million initiative
increase the general public's awareness of the imp
tance of S&T.

The Branch operated the **Manitoba Aerospace Tec
nology Program**, which continued efforts to increa
participation by local firms in the Canadian Spa
Program and other international initiatives, and to wo
with Manitoba industry to identify and secure new o
portunities and to promote Manitoba's aerospace cap
bilities. An emphasis is being placed on increasi
Provincial capabilities in aerospace education, trainir
research and development, and space-related inf
structure. A major program activity consisted of focu
ing attention on the potential reactivation of the Churc
Research Range by supporting a feasibility study a
other promotional efforts, including direct discussio
with potential commercial operators of the facility. T
third edition of the Manitoba Aerospace Technolo
Directory with a total of some 100 firms and resear
organizations was produced, as were issues of t

Manitoba Aerospace Technology Newsletter that were distributed domestically and abroad. The program also successfully exhibited and represented Manitoba industry at the Huntsville, Alabama Aerospace Show, the 1989 Paris Air Show, Space Commerce'90 in Montreux, Switzerland, and the SPACE International Conference and Exposition, Houston, Texas.

Innovation strategies and initiatives that can advance the wealth generating potential of Manitoba were developed and refined, including the background definition of a Manitoba Economic Innovation and Technology Council. Other activities included: the completion of a trial project to upgrade the quality capabilities of four small, innovative Manitoba firms; the promotion of the use of standards in Manitoba industry including participating in and chairing of a panel on "Europe 1992 -Standards and Legal Aspects", and in June 1990, the organization and chairing of a seminar "Standards: Impacts on Markets and Profits".

Industrial Technology advanced plans and approaches for **environment-related industrial development**. This included support for the Manitoba Round Table on Environment and Economy involving contributions to the secretariat and formation of the Sustainable Development Coordination Unit; assistance with the meeting of Canada's Round Tables on Environment and Economy, held in Winnipeg, April 1990; and support for the development of a Manitoba Pavilion at the Globe 90 Environment Industry International Trade Fair and Conference, held in March 1990 in Vancouver.

The Branch provided its second year of research and development support for five projects under the **Manitoba Centres of Excellence Fund**. This fund supports the Province's participation in the federal government's National Networks of Centres of Excellence initiative, and strengthens the development of technical excellence in Manitoba.

In addition, the Industrial Technology Branch continued monitoring and providing advice on industrial, government and university research and development in Manitoba, developed recommendations on strategies, policies and actions to address Manitoba's situation, and identified emerging science and technology areas for exploitation such as environmental industries.

Expenditures by Sub-Appropriation

10-3(a)

Industrial Technology	Actual 1990/91 $	Estimate 1990/91 SY	Estimate 1990/91 $	Variance Over(Under)	Expl. No
Salaries	400,400	8.00	402,500	(2,100)	
Other Expenditures	372,500		383,800	(11,300)	
TOTAL EXPENDITURES	772,900	8.00	786,300	(13,400)	

Information Technology

Objectives

The Branch's objective is to formulate strategies and deliver programs to promote the information technology industry.

Activities

Strategy and Policy Development: Monitored industry trends necessary to formulate ministerial recommendations and secure approval for action in the implementation of strategies, policies and support programs to develop the information technology industry.

Investment Development and Projects Implementation: Promoted the development of major investment initiatives by bringing together private and public sector interests focused on the development of strategic technologies. Provided leadership and project management in the implementation of industry development projects.

Strategic Procurement: Identified and developed major investment and procurement offset opportunities from anticipated acquisitions by the government. Promoted increased sales of Manitoba's products and services in the public and private sector.

Government Liaison: Maintained linkages, interaction and cooperation with government agencies to stimulate activity and investment in the Manitoba informatics sector. Promoted the creation and implementation of industry development agreements.

Telecommunications Industry Development: Developed a new initiative to develop the telecommunications applications sector by promoting the formulation of government-wide strategies which would lead to a Manitoba-Canada telecommunications industry development agreement.

Software Industry Development: Promoted the development of a viable software industry and maintained liaison with the Manitoba Software Association. Provided business development support services and offered assistance to companies in securing provincial and federal grants. Supported the growth of business operations by providing business and market development advice including market research information.

Sectoral Liaison and Opportunity Development: Provided leadership through active participation in key industry and business associations, acting as a catalyst to identify opportunities for business development and to promote Manitoba's informatics industry capabilities. The branch formed a work group with Winnipeg 2000, to develop a strategy for information technology industry development. The branch also provided support to the Winnipeg Chamber of Commerce Committee for Information Technology and Communications.

Joint Venture/Consortia Development: Acted as the catalyst in promoting joint venturing and consortia development.

InfoTech Resource Centre: Promoted and managed the Centre as a focal point for the support of the informatics industry.

Results

As a direct and indirect result of Branch activities over the last four years, Manitoba has a strong information technology sector, with niche capabilities in office systems imaging, geographic information systems, utilities meter reading systems, voice response systems, computer graphics, computer-assisted design of electronic circuits, electronic funds transfer and others. The following are specific achievements this year.

Strategy and Policy Development

Following the approval to formulate a Provincial strategy for the development of a telecommunications industry, a study to identify opportunities was commissioned, with the resulting strategy paper completed in May 1990.

Investment Development and Projects Implementation

The Branch continued to provide leadership in the development of a major initiative to develop a world-class capability in geographic information systems. This has led to the formulation of a Manitoba company already employing more than 15 people.

Strategic Procurement

The Branch provided leadership and direction for a proposal to implement a pilot project to test the viability of a new financial services system. The proposal was submitted for review.

Support was secured for the investigation of a major procurement opportunity related to communications.

Government Liaison

As a result of the proposal for developing the Manitoba telecommunications strategy, the Federal Department of Western Economic Diversification (WED) initiated the Rural Communications Initiative, which would complement the Department's Communications Industry Development Strategy. The mission of this initiative is to foster economic diversification and growth through the increased application of telecommunications technology for the delivery of services to rural areas.

The promotion of Manitoba's capabilities at a national level was maintained through participation in Industry, Science and Technology's Software Industry Liaison Committee, thereby ensuring access by three Manitoba firms to technology and market development support from federal programs.

Ongoing liaison and support with Western Economic Diversification was maintained, through participation on the Procurement Network Committee. The Branch also assisted WED in the technical review of funding proposals by Manitoba firms.

Telecommunications Industry Development

The Communications Industry Development Strategy was presented and approved in principle in December 1990, to be used as the foundation for the negotiations towards the establishment of a $10 million Canada-Manitoba Partnership Agreement in Communications. The purpose of this agreement is to facilitate cooperation between both governments to undertake projects which would foster the development of leading-edge communications technologies and applications, thereby stimulating economic development and high quality and sustainable employment.

Software Industry Development

Assistance and advice was provided to 47 software companies to facilitate their sourcing of investment funds and market development. Over $0.89 million in new capital investments has been generated by 30 firms with projected investments of over $2.6 million for 1991.

Sectoral Liaison and Opportunity Development

The Branch continued to participate actively on the boards of the Electronics Industry Association, Canadian Information Processing Society, Miconex, and Manitoba Software Association to promote the information technology industry and support marketing, product development and business alliances. It influenced the organization of 27 technology related seminars with international level speakers.

Joint Venture/Consortia Development

The Branch coordinated the visit of seven Canadian international trade officers to meet with Manitoba companies to enhance their awareness of capabilities and encourage trade development.

It gained a commitment from the University of Manitoba's Faculty of Computer Science to investigate the feasibility of establishing an applied research and development centre to promote industry-university initiatives.

It gained agreement with Consumer & Corporate Affairs to facilitate the creation of a software marketing consortium, in order to enhance the export marketing capabilities of software firms. Expressions of serious interest were obtained from seven software companies to join the proposed consortium.

The Branch coordinated the establishment of a joint project proposal, led by a Manitoba company with three other Western Canadian companies, to the Western Science and Technology Ministers to develop a geographic information system (GIS) for agriculture and rural development and to enhance western Canadian GIS export capability. Approval was received to commence the feasibility phase of the project.

InfoTech Resource Centre

The Branch provided the resources necessary to support training and technology development by Provincial departments and industry.

Expenditures by Sub-Appropriation

10-3(b)

Information Technology	Actual 1990/91 $	Estimate 1990/91 SY	Estimate 1990/91 $	Variance Over(Under)	Exp No
Salaries	345,100	9.00	371,500	(26,400)	
Other Expenditures	81,700		145,500	(63,800)	1
TOTAL EXPENDITURES	426,800	9.00	517,000	(90,200)	

Explanation Number:

1. Administration costs such as the telephone conversion to Centrex reduced usage costs. Also, computer purchase were deferred to 1991/92.

Grant Assistance - Manitoba Research Council

The Department provides an annual grant to the Manitoba Research Council (MRC) to enable it to strengthen the effective use of science and technology for the economic and social development of the province.

Working closely with industry, government and universities, the Manitoba Research Council (MRC) played a lead role in encouraging and facilitating scientific research and technological development. MRC also advised the government on developments in new technologies as they related to the social and economic prospects of the province.

The Council, as an associated agency, tables its annual report under separate cover with the Manitoba Legislature.

Expenditures by Sub-Appropriation

10-3(b)

Grant Assistance	Actual 1990/91 $	Estimate 1990/91 SY	Estimate 1990/91 $	Variance Over(Under)	Expl. No
Grant Assistance	2,714,700	28.00	2,714,700	0	1

Explanation Number:

1. The Manitoba Research Council staff complement varies from 75 - 90, of which 28 are reflected in the Department's staffing complement.

Tourism Division

The overall objective of the Tourism Division (Travel Manitoba) is to promote and facilitate the development of the tourism industry in Manitoba.

The branches of the Division (Tourism Administration, Tourism Marketing. Tourism Development, Quality Assurance. and Corporate and Community Relations) are described in the following pages, followed by the Tourism Development Agreement.

Tourism Division Administration

The objectives of Tourism Division Administration are to provide the overall executive function for the Division, to manage and provide direction to the functional areas of the Tourism Division, Canada-Manitoba Tourism Agreements and special incentive programs, to interface with other related agencies, and to assist and encourage the orderly development of tourism industry organizations, attractions, facilities and services.

Tourism Administration provided:

- Planning and policy development in co-ordination with Strategic Planning within the Department and provided input into programs and plans of related departments which affect the tourism industry.

- Research and special study activities related to the current and future needs of the tourism industry.

- Industry liaison and communication with a variety of industry organizations and sectoral groups, including the Tourism Industry of Manitoba, the Manitoba Hotel Association, the Manitoba Restaurant and Food Services Association, the Manitoba Lodges and Outfitters Association, the Association of Chefs de Cuisine and special committees such as the Tourism Marketing Council.

- Administration of Tourism Industry Grant Programs to organizations, including the Tourism Industry of Manitoba. The grants are listed in Financial Information in this report.

- Management and administration of the Tourism Development Agreement.

Expenditures by Sub-Appropriation

10-5(a)

Tourism Administration	Actual 1990/91 $	Estimate 1990/91 SY	Estimate 1990/91 $	Variance Over(Under)	Expl. No
Salaries	192,300	5.00	203,300	(11,000)	
Other Expenditures	21,500		25,000	(3,500)	
Grants	195,700		199,400	(3,700)	
TOTAL EXPENDITURES	409,500	5.00	427,700	(18,200)	

Tourism Marketing

Objectives

The objectives of the Tourism Marketing Branch are to increase tourism expenditures within Manitoba, and to increase out-of-province visitor entries and expenditures at a rate that maintains or exceeds Manitoba's current share of domestic and foreign travel markets.

Activities

The Branch was active in the following:

- Coordination of provincial tourism marketing and advertising plans in consultation with the Strategic Planning Branch and the Corporate and Community Relations Branch.

- Coordination of the Province's presence in provincial, national and international marketplaces, seeking to generate frequent travel in-province by Manitobans and to attract visitors from out-of-province.

- Support to Manitoba's tourism industry in consumer promotions including sports, outdoor and vacation shows and special promotions, and trade shows focusing on tour operators, travel agents, association executives and meeting planners.

- Provision of a consumer information and sales programs through Travel Information Centres and tourism booths located at major entry points to the province.

- Response to all written and telephone inquiries for tourism information and literature.

- Organization and delivery of media and travel trade familiarization tours.

- Maintaining the Electronic Laser Video Information System and Electronic Automated Reservation System.

Results

The Branch established a strategic marketing plan based on sound research and industry consultation which included an ongoing program analysis and evaluation.

The response-oriented advertising campaign targeted at Manitoba, northwestern Ontario, Saskatchewan, North Dakota and Minnesota resulted in increased inquiries and conversions to travel to and within the province.

Co-operative campaigns for angling and meetings and conventions, which included newspaper inserts, print advertising and radio, were also conducted in Manitoba, North Dakota, Saskatchewan and northwestern Ontario.

A specialty co-operative advertising program directed at the angling, outdoor adventure, naturalist self-education, convention and motorcoach travel segments was delivered in key North American publications.

The Marketing Branch also implemented a response-oriented discount program in consultation with major corporate sponsors which was delivered to 500,000 consumers in Manitoba, North Dakota, Saskatchewan and northwestern Ontario.

In addition, the Branch:

- Took part in 13 sport and vacation shows where 38,763 pieces of promotional literature were distributed; 10 consumer mall promotions where 49,988 pieces of promotional literature were distributed; 14 group travel shows which generated 33 leads qualified for Manitoba; and 12 meeting and convention marketplaces resulting in contacts with 150 potential convention and meeting planners.

- Participated in the attraction to Winnipeg of a total of 229 meetings and conventions with 85,400 delegates, or a total of 320,718 delegate nights. Total revenue generated by the meetings and conventions market for 1990 was estimated at $60.9 million.

- Initiated and coordinated 9 major familiarization tours for the motorcoach travel and convention markets which resulted in the development of 3 new package tours to Manitoba by U.S. operators.

- Participated in 5 domestic travel and leisure shows which ensure an ongoing presence for Manitoba in its primary consumer markets.

- Hosted 41 travel writers in familiarization tours which are anticipated to generate approximately $3.5 million in editorial coverage in international publications.

- Produced pins and promotional material, displays, audio visual presentations, ongoing stock stories, press releases and speeches.

- Distributed over 1.3 million pieces of Manitoba tourism literature through the direct marketing program and in response to inquiries, including the following:
  . Legislative Building Guide (English and French editions)
  . Vacation Planner
  . Accommodation and Travel Services
  . Manitoba Facts (English and French editions)
  . Fishing & Hunting Adventures
  . Sport Fishing Guide
  . Spectacular Parks & Outdoor Adventure
  . Hunting Guide
  . Le Grand Coeur (lure guide in French)
  . Welcome to Manitoba (English, French, German and Japanese editions)
  . Events Guide - Spring/Summer/Fall
  . Events Guide - Winter
  . Convention Facility Guide
  . Winnipeg map sheet
  . Tour shell (group tour, outdoor tour versions)
  . Presentation kit folder

- Responded to over 55,700 written inquiries, a decrease of 29 per cent over 1989. Telephone enquiries, however, increased by 62 per cent, with responses provided for 76,000 toll-free calls. Local enquiries increased by one quarter, with response provided for 25,000 calls.

- Accommodated in excess of 4,000 reservation enquiries on Electronic Automated Reservation System (EARS).

- Staffed and maintained six Travel Information Centres which attracted a total registration of 61,900.

- Provided guided tours of the Legislative Building for over 23,000 persons, an increase of ten percent over 1989.

Expenditures by Sub-Appropriation

10-5(b)

Tourism Marketing	Actual 1990/91 $	Estimate 1990/91 SY	Estimate 1990/91 $	Variance Over(Under)	Expl. No
Salaries	731,300	24.21	771,300	(40,000)	
Other Expenditures	2,763,900		3,063,400	(299,500)	
TOTAL EXPENDITURES	3,495,200	24.21	3,834,700	(339,500)	

Tourism Development

Objectives

The objectives of the Tourism Development Branch are to provide consulting services and programs that will stimulate and facilitate industry growth, and the orderly development, expansion and modernization of viable tourism attractions and service facilities in Manitoba.

Activities

The Branch:

- Provided specialized consulting services to tourism industry developers including economic feasibility assessment, project planning, market assessment, land assembly, project financing and advice on legal and regulatory matters to existing and potential tourism attractions and service facilities.

- Assisted in the implementation of the capital development, events and industry productivity incentive programs under the Canada-Manitoba Tourism Development Agreement

- Provided assistance in "packaging" tourism developments for financing, including liaison with financial institutions and various funding agencies.

- Identified and promoted tourism investment opportunities.

- Coordinated specialized conferences to facilitate the orderly development, expansion and modernization of viable tourism facilities and attractions in Manitoba.

- Provided input into tourism policy development both within the Department and to those departments which affect tourism development (such as Natural Resources; Culture, Heritage & Citizenship; and Highways & Transportation).

- Provided funds required to service debt charges relating to Capital Incentive Programs under the Canada-Manitoba Tourism Development Agreement.

- Developed customer service/tourism awareness programs and assisted groups and organizations in program delivery.

- Developed and implemented rural, community based tourism development programs and tourism action plans.

Results

The Branch provided assistance with upgrading expansion and development planning to more than 400 tourism operators and developers. In addition, extensive development work was done with approximately 60 major tourism projects, which included economic feasibility assessment, project planning, market assessment, land assembly, project financing and advice on legal and regulatory matters. Estimated capital costs of these projects totalled over $120 million, with a potential impact of 750 person years of employment during operations and $200 million in increased annual tourism revenues.

It established a linkage with the private sector to administer and deliver the SuperHost seminars. A number of communities and the Manitoba Taxicab Board have implemented the program.

Expenditures by Sub-Appropriation

10-5(c)

Tourism Development	Actual 1990/91 $	Estimate 1990/91 SY	Estimate 1990/91 $	Variance Over(Under)	Expl. No
Salaries	341,900	7.00	339,300	2,600	
Other Expenditures	324,100		374,700	(50,600)	
TOTAL EXPENDITURES	666,000	7.00	714,000	(48,000)	

Tourism Quality Assurance

Objective

The objective of the Quality Assurance Program is to provide licensing and qualitative indications of transient accommodation facilities and services throughout Manitoba for the benefit of the travelling public and the travel trade.

Activities

The Program:

-Conducted inspections of transient accommodation facilities and services licensed under the Tourism and Recreation Act and of establishments licensed by the Manitoba Liquor Control Commission that have requested star rating service.

-Investigated both consumer and industry complaints relevant to the tourism industry, by conducting on-site inspections.

-Encouraged the modernization, upgrading and maintenance of transient accommodation facilities and services, and high standards in the design of new facilities.

Results

The Program issued licenses to approximately 900, and completed the inspection of approximately 700, transient accommodation facilities and services.

It effected inspections and star ratings of accommodation and services provided, giving consumer satisfaction and a marketing tool to the industry.

It provided updated, accurate and credible information for Travel Manitoba publications which serve the travelling public.

Expenditures by Sub-Appropriation

10-5(d)

Tourism Quality Assurance	Actual 1990/91 $	Estimate 1990/91 SY	Estimate 1990/91 $	Variance Over(Under)	Expl. No
Salaries	98,600	3.00	106,100	(7,500)	
Other Expenditures	50,400		60,000	(9,600)	
TOTAL EXPENDITURES	149,000	3.00	166,100	(17,100)	

Corporate and Community Relations

Objectives

The objective of the Corporate and Community Relations Branch is to provide complete communication and public information support services to all divisions of Manitoba Industry, Trade and Tourism, including the Canada-Manitoba Tourism Development Agreement.

Activities

The Branch prepared communication strategies for each division based upon individual marketing and promotional strategies.

Communication plans were implemented through the use of:

- Printed literature (brochures, pamphlets and reports)
- Advertising
- Direct mail
- Trade shows/mall displays (exhibits)
- Public relations (news releases, speeches)
- Audio-visual presentations
- Special events/promotion co-ordination (plant-openings, conferences, seminars)

Results

The Branch provided support to Industry, Trade and Tourism branches with investment recruitment, tourism promotion and trade enhancement activities. Communication efforts focused on advertising, public relations, collateral brochures, direct marketing, and targeted event promotion in the U.S. and selected off-shore markets.

In-province business communications to promote department programs and consultative services included selective advertising, seminar promotion, and open house activities.

Emphasis on co-operative advertising and direct marketing campaigns with provincial industry and economic development organizations was maintained. In light of the rising cost of such media, co-op programs are cost-effective in selling Manitoba goods and services.

The Branch continued to provide coordination and ongoing strategic direction for integration and efficiency of departmental activities in exhibit and display requirements, photo and video production and writer/tour activities.

Updating continued of departmental program literature and Industry, Trade and Tourism development information packages, annual reports and collateral material.

Expenditures by Sub-Appropriation

10-5(e)

Corporate and Community Relations	Actual 1990/91 $	Estimate 1990/91 SY	Estimate 1990/91 $	Variance Over(Under)	Expl. No
Salaries	398,600	9.00	383,200	15,400	
Other Expenditures	257,700		262,700	(5,000)	
TOTAL EXPENDITURES	656,300	9.00	645,900	10,400	

Canada-Manitoba Tourism Development Agreement 1985-90

Objectives

The Canada-Manitoba Subsidiary Agreement on Tourism Development has the following objectives:

-To stimulate the development of internationally recognized tourism destinations in Manitoba through the development of tourism attractions, events and resort facilities;

-To reduce Manitoba's tourism deficit through the stimulation of:
a) increased numbers of visitors from international and inter-provincial markets;
b) increased opportunities for Manitobans to vacation within Manitoba; and
c) increased length of stay by non-resident visitors to Manitoba;

- To stimulate increased private sector investment in tourism; and

- To improve the productivity of selected sectors of the tourism industry.

Activities

The Canada-Manitoba Subsidiary Agreement for Tourism Development committed $30,000,000 over a five-year period to the development of Manitoba's industry and was cost-shared equally by Industry, Science and Technology Canada and the Provincial Department of Industry, Trade and Tourism.

Under the Agreement, the development of tourism has been encouraged through incentives, financial assistance and program support in seven complementary areas. Four destination areas have been designated as primary foci for clustered development and marketing support: Eastern Precambrian region; Lake Winnipeg Beaches/Hecla region; Winnipeg; and Riding Mountain/Duck Mountain region. Also recognized are four specialty products for marketing and development initiatives: sports angling; wilderness adventure; naturalist self-education; and convention, meeting and incentives travel. Staff funded by the Agreement deliver its seven programs, which are as follows.

Program 1: Marketing Expansion

A total of $5,900,000 has been allocated to this program which was designed to expand the interprovincial and international markets for travel to Manitoba.

Program 2: Tourism Resorts, Attractions and Facilities

The $7,100,000 allocated under this program provided for the development or expansion of major private sector resorts, attractions and related facilities.

Program 3: Winnipeg Attractions

This $8,251,200 program provided for the development of new, or expansion of existing, major attractions in the City of Winnipeg.

Program 4: Rural Attractions

Financial assistance for the development of new, or expansion of existing, major attractions in rural Manitoba was provided under this $5,328,800 program.

Program 5: Tourism Events

This program provided support with an allocation of $1,920,000 for the organization, development, and marketing of major new, recurring tourism events in Manitoba, as well as supporting expansion of existing major recurring events.

Program 6: Industry Productivity Enhancement

The $500,000 allocated under this program was directed towards the enhancement of the productivity of Manitoba's tourism industry.

Program 7: Administration, Public Information, Evaluation and Strategic Research

The $1,000,000 program provided the general administrative and public information services to the Agreement, as well as program evaluation activities and strategic planning proposals.

Results

Although the Agreement expired on March 31, 1990, there is a provision for cashflowing approved projects for a two-year period to March 31, 1992. During 1990-91 project implementation, monitoring and program performance evaluation has been initiated.

Expenditures by Sub-Appropriation

10-6

Canada-Manitoba Tourism Agreement 1985-1990 - Current Operating	Actual 1990/91 $	Estimate 1990/91 SY	Estimate 1990/91 $	Variance Over(Under)	Expl. No
Salaries	441,200	12.26	474,300	(33,100)	
Other Expenditures	1,102,500		1,183,600	(81,100)	
TOTAL EXPENDITURES	1,543,700	12.26	1,657,900	(114,200)	

Expenditures by Sub-Appropriation

10-10

Canada-Manitoba Tourism Agreement 1985-1990 Capital	Actual 1990/91 $	Estimate 1990/91 SY	Estimate 1990/91 $	Variance Over(Under)	Expl. No
TOTAL EXPENDITURES	4,681,500		4,683,300	(1,800)	

Grant Assistance - Manitoba Horse Racing Commission

The objectives of the annual grant to the Manitoba Horse Racing Commission are to enable it to control, supervise and regulate the conduct of horse races and the operation of race tracks, and to support the development of a competitive horse racing and breeding industry in Manitoba.

The Commission used the grants to support the racing industry through delivery of a program of grant assistance. The Commission controlled, supervised and regulated a thoroughbred race meet and a standardbred race meet at Assiniboia Downs, a program of standardbred racing on the Great Western Harness Racing Circuit, and teletheatre facilities in Manitoba.

The Commission, as an associated agency, tables its annual report under separate cover with the Manitoba legislature.

Expenditures by Sub-Appropriation

10-7

Manitoba Horse Racing Commision	Actual 1990/91 $	Estimate 1990/91 SY	Estimate 1990/91 $	Variance Over(Under)	Expl. No
Grant Assistance	4,784,100		5,521,900	(737,800)	1

Explanation Number:

1. Actual wagering during the thoroughbred meet and the standardbred meet were lower than estimated. Actual handle for the thoroughbred meet was $38,772,600. versus the estimate of $41,770,000. Actual handle for standardbred meet was $14,009,800 versus the estimate of $17,500,000.

Manitoba Bureau of Statistics

Objective

The objective of the Manitoba Bureau of Statistics (MBS) is to participate actively in the development of both the provincial and national statistical systems. MBS operates as the central statistical agency for the province under the terms of The Statistics Act. The legislation which created MBS in 1972 is similar to the federal Statistics Act, and empowers the Bureau to plan, promote, develop and distribute integrated social and economic statistics relating to the province. In order to further its objective, MBS functions as the focal point for interface between the Province and Statistics Canada.

Activities

The MBS mandate has traditionally been implemented through four major areas of activity:

- Response to requests for statistical information from Provincial government departments/agencies, the business community and the general public.

- Liaison between Statistics Canada and Provincial user departments/agencies, and with other provincial bureaus.

- Provision of statistical data common to all departments of government/agencies to avoid duplication of effort.

- Undertaking information development, survey consulting/design and information processing on behalf of government departments and agencies.

The MBS role within the provincial system has been to concentrate on production of major cross-departmental statistical products and services, emphasizing original data development and analysis. As a result, MBS products and services did bear a direct relationship to program planning and policy analysis functions within the provincial system. These products and services were available to user departments/agencies as well as the business community on a paid subscription basis. A full subscription service is available, entitling the subscriber to receive one copy of each MBS publication.

Major MBS programs/activities for 1990-1991 included:

- **Economic Accounts.** Maintenance of an economic accounts framework for the Manitoba economy for the period 1961 to 1990. These accounts measured the overall performance of the provincial economy, with additional detail about principal industries and sectors. This information was used throughout the Manitoba public and private sectors, including the Manitoba Budget.

- **Geocoding System.** Maintenance of the MBS computer-based geocoding system for production of small area data from administrative records containing postal code identifiers. The primary use of this system was to provide custom tabulations according to user-defined geographic boundaries.

- **Profile Reports and Statistical Review.** Continued production and dissemination of current Manitoba profile reports dealing with subjects such as female/male income differentials, regional income distributions, regional vital statistics, inter-provincial and intra-provincial migration, international trade, seniors, industry profiles, and the socio-economic characteristics of Manitobans residing in each of the 57 provincial electoral constituencies. These reports were described in the MBS Information Products Catalogue. Report prices ranged from $10.00 to $100.00 and were available to government and non-government clients. In addition, the Manitoba Statistical Review, a quarterly statistical compendium, was produced.

- **Key Economic Indicator Reports.** Provision to selected Ministers and senior government officials of summary reports on Manitoba's economic performance, relating to Key Economic Indicators (e.g., Labour Force, Consumer Price Index, Population, Investment). These reports, presenting relevant information in both table and chart format, were distributed on the day of release.

- **Survey Consulting Services.** Provision of survey consulting services to provincial government clients. This involved either assessment of proposed departmental surveys or actual survey design/implementation for the client.

- **Statistical, Economic and Computer Consulting.** Assistance to departments regarding their statistical activities by providing statistical, economic and computer consulting services.

- **Response to Data Requests.** Response to requests from government/non-government individuals for information.

- **Federal-Provincial Liaison.** Co-ordinating or representing Manitoba government responses to Statistics Canada regarding statistical matters.

- **Interdepartmental Liaison.** Assisting individual provincial departments and agencies with their statistical activities and problems with the objective of avoiding duplication of effort.

Results

The Bureau of Statistics' accomplishments included the following:

- **Economic Accounts.** Preliminary and revised annual data for 1989 were released and circulated. In addition, the system of Quarterly Economic Accounts (Income Account) continued to be updated. Available quarterly information includes Gross Domestic Product (GDP), Personal Income, and GDP by Industry for 19 industry groups. The 3rd Quarter, 1990 economic performance report, containing revised MBS 1990 annual projections, was produced and circulated in late February 1991. The Quarterly Economic Accounts now include a short-term trend calculation for Manitoba GDP and Non-Farm GDP to provide a clearer picture of the direction and rates of quarterly change.

- **Geocoding System**. Utilizing this system, MBS updated its detailed statistical profile of Manitoba's eight economic regions (i.e., population estimates and projections, income distributions, economic dependency ratios, business structure, employment, and unemployment rates).

- **Profile Reports.** A total of 232 Manitoba profile reports were distributed to MBS clients. In addition, the Manitoba Statistical Review had a quarterly subscription circulation of 116. There were 18 full subscriptions (11 Manitoba government departments, 2 Provincial Crown corporations, 3 Federal government and 2 businesses).

- **Key Economic Indicator Reports.** Summary reports of Manitoba's economic performance (e.g., Labour Force, Consumer Price Index, Population, Investment) were distributed to selected Ministers and senior government officials on the day of release. Another key economic indicator activity was the production of "Quarterly Economic Summary", which highlights 14 of the most commonly used indicators through charts, statistical tables and a concise executive summary of recent provincial developments.

- **Survey Consulting Services.** MBS provided consulting for 10 departmental surveys as well as conducting ongoing surveys for government departments and agencies. These surveys monitored food and energy prices, accommodation occupancy rates, and tourist highway traffic flows. Several ad-hoc surveys undertaken by MBS provided specific information to client departments for use in program planning, monitoring and implementation.

- **Statistical, Economic and Computer Consulting Services**. Major statistical consulting activities related to the implementation of Pay Equity within public organizations. Economic consulting services included the undertaking of analysis on the economic impact of the Western Canada Lottery Foundation. Included in computer consulting services was the development of a number of micro-computer-based information systems which enabled client departments to more effectively carry out their activities. Extensive utilization of micro-computers further increased the efficiency of the Bureau's activities. This has also reduced the necessity for utilizing external computer services.

- **Response to Data Requests**. MBS responded to enquiries for information from MBS-developed databases (Manitoba Economic Accounts, Investment Statistics, Trade Statistics, Manitoba Business Register, Vital Statistics, Manitoba Sourcing Directory, Postal Code Translator File). As well, MBS responded to requests for non-MBS developed data. These information requests ranged from those requiring a single quick response to those that required the development of custom computer-generated reports.

- **Federal-Provincial Liaison.** The Bureau coordinated responses to various federal/provincial statistical matters including planning for the 1991 Census. MBS represented Manitoba on the Federal-Provincial Consultative Council on Statistical Policy, and on six federal-provincial statistical subject matter committees.

- **Interdepartmental Liaison.** Performed various interdepartmental liaison activities including negotiation of a new population count system for 56 Northern Affairs communities, and the provision of comprehensive custom graphic services to Provincial departments and Crown agencies.

Expenditures by Sub-Appropriation

10-9

Manitoba Bureau of Statistics	Actual 1990/91 $	Estimate 1990/91 SY	Estimate 1990/91 $	Variance Over(Under)	Expl. No
Salaries	409,400	10.00	438,500	(29,100)	
Other Expenditures	45,900		46,200	(300)	
Less Recoverable from Other Appropriations	(63,800)		(60,000)	3,800	
TOTAL EXPENDITURES	391,500	10.00	424,700	(33,200)	

Appendix

Associated Agencies

The Manitoba Boxing and Wrestling Commission

The Manitoba Boxing and Wrestling Commission, under its Act, supervises and controls professional boxing matches and wrestling exhibitions in the province. The Commission's accounts are audited annually. An annual report to the Legisture is not required.

The Manitoba Design Institute

The Manitoba Design Institute was established by an Act of the Legislative Assembly in 1963. The Institute had no operating budget or staff in 1989-90.

The Manitoba Development Corporation

The Manitoba Development Corporation (MDC) provides loans and loan guarantees under Part 2, The Development Corporation Act. As an associated agency, the MDC tables its annual report under separate cover with the Manitoba Legislature.

Manitoba Trading Corporation

The Manitoba Trading Corporation was established in 1974 by legislation as a successor to The Manitoba Export Corporation which was established in 1963. The Corporation was provided with $500,000 in working capital when needed to carry out export business transactions and finance exports on a short-term basis. The Corporation is administered by the Trade Branch of the Department of Industry, Trade and Tourism and reports to a Board of Directors. The Corporation had no operating budget or permanent staff in 1990/91.

Activities

According to previously established government policy, the Corporation was not directly involved in any export transactions such as buying and selling of goods.

The Corporation's Trust Account was used to facilitate cost-sharing arrangements with industry for four Trade Branch projects involving group displays of agricultural equipment at off-shore Trade Fairs and Export Education Programs in Manitoba. Prepayment of costs for the events, collection of participation fees from private sector participants, refund claims of foreign VAT (value-added tax) and cost recovery from provincial and/or federal programs were handled using the Trust Account.

These cost-sharing arrangements make it possible for the Manitoba Trade Branch to support certain events, which otherwise would not be possible due to the high costs involved.

New Projects in 90/91 were:

Selkhoztekhnika '90, Moscow USSR, Sept. 4-15, 1990. Six Manitoba companies were supported at this important agricultural show. Costs were shared between participants and Manitoba Trade Branch.

SIMA '91, Paris, France, March 3-7, 1991, was a follow-up to the 1990 project and included eight Manitoba, three Saskatchewan and two Alberta companies. This was a Trade Branch initiative cost-shared between participants, Western Diversification and the Provinces of Manitoba and Saskatchewan.

An inaugural Export Development Training program "The Manitoba Export Advantage" sponsored by Trade Branch was held at Gull Harbour, Oct. 22-23, 1990. Participation fees charged reduced the cost incurred by Manitoba Trade Branch.

"Doing Business with Japan" seminar, March 20, 1991 was cost-shared between participants, Industry, Science & Technology Canada and Manitoba Trade Branch. Other sponsors were the Canadian Exporters' Association and External Affairs and International Trade Canada.

Projects carried over from previous years include the finalization of VAT refunds from Germany for Agritechnica '89 and claims procedures for VAT refund for SIMA '90 (refund pending).

Results for these events are included in the Trade Branch section of the Department's Annual Report. Trade Show participants reported on the spot sales of $36,000 and projected $3.095 million sales over the next 12 months from events facilitated through Manitrade. Educational programs were attended by 87 participants. Refer to Trade Branch report for other programs in support of export development for Manitoba industry. The Corporation's Act has been maintained and the Board of Directors held four meetings.

MANITOBA TRADING CORPORATION

(an agency of the Department of Industry, Trade & Tourism)
410-155 Carlton Street, Winnipeg, MB, Canada, R3C 3H8
Telephone: (204) 945-2445; Fax: (204) 957-1793; (GST Reg.No. 123644080)

THE MANITOBA TRADING CORPORATION

MANAGEMENT REPORT

The accompanying financial statements are the responsibility of management and have been prepared in conformity with the accounting principles noted in the financial statements. The statements are examined by the Provincial Auditor of Manitoba, whose opinion is included herein.

To fulfil this responsibility, management maintains internal control systems to provide reasonable assurances that the accounts and records accurately reflect all transactions, and that appropriate policies and procedures are established and respected.

The Provincial Auditor has free access to the Board of Directors, with and without management present, to discuss the results of their audit and the quality of financial reporting to the Board.

Mr. Dennis H. Cleve

Vice-Chairperson

Mr. Herb Lau

Accountant

Office of
the Provincial Auditor

905 - 386 Broadway
Winnipeg, Manitoba, CANADA
R3C 3R6

AUDITOR'S REPORT

To the Legislative Assembly of Manitoba

We have audited the balance sheet of the Manitoba Trading Corporation as at March 31, 1991 and the statement of revenues and expenditures for the year then ended. These financial statements are the responsibility of the Corporation's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We concluded our audit in accordance with generally accepted auditing standards. Those standards require that we plan and perform an audit to obtain reasonable assurance whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation.

In our opinion, these financial statements present fairly, in all material respects, the financial position of the Corporation as at March 31, 1991 and the results of its operation for the year then ended in accordance with the accounting policies stated in note 2 to the financial statements.

Winnipeg, Manitoba
September, 30, 1991

F.H. Jackson, CA
Provincial Auditor

EXHIBIT A

The Manitoba Trading Corporation

Balance Sheet

as at March 31, 1991
(with 1990 figures for comparison)

	1991	1990
ASSETS		
Cash on deposit with Minister of Finance	$ 471,597.	$ 497,920.
Accounts Receivable - Trade	40,211.	33,685.
Goods and Services Tax	1,442.	-
	$ 513,250.	$ 531,605.
LIABILITIES		
Accounts Payable	$ 6,267.	$ 25,317.
Non-interest bearing advances from the Government of the Province of Manitoba for working capital	500,000.	500,000.
	506,267.	525,317.
Funds available for future operations:		
Balance at beginning of year	6,288.	5,615.
Revenue over expenditure, Exhibit B	695.	673.
Balance at end of year	6,983.	6,288.
	$ 513,250.	$ 531,605.

EXHIBIT B

The Manitoba Trading Corporation

Statement of Revenue and Expenditure

for the year ended March 31, 1991
(with 1990 figures for comparison)

	1991	1990
Revenue:		
Participation Fees		
Salon International de la Machine Agricole	$ 69,615	$ 42,027
Selkhoztekhnika Show	9,000	-
Manitoba Export Advantage Seminar	2,680	-
Business Opportunities in Japan Seminar	958	-
Agritechnica	-	12,036
Show and Seminar Cost Sharing Assistance		
Department of Industry, Trade and Tourism	36,509	27,348
Department of Industry, Science and Technology	2,658	-
	$ 121,420	$ 81,411
Expenditure:		
Display and Rental Expenses		
Salon International de la Machine Agricole	$ 89,437	$ 49,527
Selkhoztekhnika Show	21,227	-
Manitoba Export Advantage Seminar	4,431	-
Business Oppportunities in Japan Seminar	5,630	-
Agritechnica	-	31,211
	$ 120,725	$ 80,738
Excess of Revenues over Expenditures	$ 695	$ 673

The Manitoba Trading Corporation

Notes to Financial Statements

as at March 31, 1991

1. **Status and Nature of the Corporation**

   The Manitoba Trading Corporation was formed by an Act of Legislation in 1974. The mandates of the Corporation are to encourage, develop and increase Manitoba exports and trade; and to provide short-term financing to Manitoba Corporations engaging in export transactions.

   Since 1982, the Corporation has been operating in a reduced capacity. For the past several years, the Corporation has only been used to assist Manitoba Corporations participating in International trade shows and seminars.

2. **Significant Accounting Policies**

   a) The financial statements have been prepared in accordance with generally accepted accounting principles, except for item 2c.

   b) Participation fees represent the amount received or receivable from the participants at the shows and seminars sponsored by the Corporation.

   c) Administration expenditures are funded from an appropriation of the Department of Industry, Trade, and Tourism. The value of these has not been estimated and is not reflected in the financial statements.

3. **Restatement of Accounts**

   Comparative figures for the year ended March 31, 1990 have been restated where necessary to conform with the presentation adopted for the year ended March 31, 1991.

Financial Information

Industry,Trade & Tourism

Summary of Incentive Grants Paid

1990-91 Fiscal Year

1. Studies	$	5,000.00
2. Faculty of Management Development Plan		543,800.00
3. Feasibility Projects		115,023.73
4. Technology Commercialization Program		104,255.18
5. Grain Handling & Storage Marketing Consortium		29,279.79
6. Manufacturing Adaptation Program		15,000.00
7. Winnipeg Economic Development Corporation (Winnipeg 2000)		250,000.00
8. Canada-Manitoba Urban Bus Agreement		135,407.38
9. Canada-Manitoba Health Industry Development Initiatives		501,385.94
10. Trade Incentive Grants		165,226.48
11. Small Business (Special Projects)		17,500.00
12. Science Fairs & Symposiums		4,600.00
13. Manitoba Centres of Excellence Fund		242,248.00
14. Manitoba Research Council		2,714,700.00
15. Tourism Administration		285,679.00
16. Bursary		300.00
17. Canada-Manitoba Tourism Agreement 1985-1990		707,195.39
18. Manitoba Horse Racing Commission		4,784,109.89
19. Canada-Manitoba Tourism Agreement 1985-1990 Capital		4,471,082.81
	$	15,091,793.59

Industry,Trade & Tourism

Grants Paid

1990-91 Fiscal Year

1.	STUDIES	
	Canadian Studies Program	$ 5,000.00
2.	FACULTY OF MANAGEMENT DEVELOPMENT	
	University of Manitoba	$ 543,800.00
3.	FEASIBILITY PROJECTS	
	2508249 Manitoba Ltd.	$ 6,713.30
	Agriculture	20,000.00
	Ancast Industries Ltd.	4,750.00
	Arion (mfg) of Canada	3,750.00
	Integrated Engineering Software Inc.	9,000.00
	Leisure Travel Vans Ltd.	4,350.00
	Meek's Truck Stop	750.00
	Microstat Launch System	18,720.00
	MWG Apparel Corp.	9,780.00
	Unisys Canada Inc.	9,187.32
	Vansco Electronics Ltd.	10,464.59
	Wastronics Ltd.	8,600.00
	Western Economic Diversification	8,958.52
		$ 115,023.73
4.	TECHNOLOGY COMMERCIALIZATION PROGRAM	
	Barcode Systems Inc.	$ 5,350.00
	Ciriog Corp.	16,362.15
	EXI Electronics Manufacturing	2,430.00
	HFL Manufacturing Inc.	300.00
	Infotech Inc.	3,606.43
	Karat Enterprises Ltd.	2,250.00
	Mind Computer Products	6,510.00
	Natural Progress	2,629.90
	Pixsoft Inc.	20,035.13
	Rimer-Alco North America	5,946.15
	Robthor Steel Corp.	12,120.50
	Sunnex Biotechnologies Inc.	9,672.12
	Turner Beverage System Inc.	2,343.60
	Voisys Inc.	14,699.20
		$ 104,255.18
5.	GRAIN HANDLING & STORAGE MARKETING CONSORTIUM	
	Agri-Tech Canada Inc.	$ 29,279.79
6.	MANUFACTURING ADAPTATION PROGRAM	
	Canadian Electromagnetics Ltd.	$ 5,000.00
	Kayway Industries Inc.	5,000.00
	Manitoba Fashion Institute Inc.	5,000.00
		$ 15,000.00

Industry,Trade & Tourism

Grants Paid

1990-91 Fiscal Year

7.	WINNIPEG ECONOMIC DEVELOPMENT CORPORATION (WINNIPEG 2000)	**$ 250,000.00**
8.	CANADA-MANITOBA URBAN BUS AGREEMENT	
	Cryodynamics Inc.	**$ 135,407.38**
9.	CANADA-MANITOBA HEALTH INDUSTRY DEVELOPMENT INITIATIVES	
	Acrylon Plastics (1983) Inc.	$ 8,250.00
	Bear Wear	4,650.00
	Canadian Aging & Rehabilitation Product Development Corp.	200,000.00
	Canadian Healthcare Telematics Inc.	7,500.00
	Ciser Systems Corp.	5,000.00
	Equinox Industries Ltd.	34,000.00
	North Associates Canada Ltd.	10,000.00
	Peregrine Manufacturing Ltd.	9,110.64
	Selkirk Wood Industries Ltd.	43,600.00
	Spaceco Canada Inc.	11,500.00
	Tansley Manufacturing Inc.	3,840.00
	Tripard Canada Inc.	26,500.00
	University of Manitoba	70,000.00
	Unlimited Mobility Inc.	5,450.00
	Vision Engineering Research Group	4,655.46
	Waterite Inc.	10,000.00
	Westland Plastics Ltd.	12,350.00
	Westnofa of Canada Inc.	19,875.71
	Winnipeg Plasma Laboratory Inc.	15,104.13
		$ 501,385.94
10.	TRADE INCENTIVE GRANTS	
	Accro Furniture Industries	$ 412.45
	Acme Design (1987) Ltd.	789.31
	Acme Furniture Mfg. Ltd.	4,000.00
	Acrylon Plastics (1983) Inc.	2,000.00
	Agri-Tech Canada Inc.	15,000.00
	Alphair Ventilating Systems Inc.	1,250.00
	Argus Industrial Supply	801.50
	Association of Manitoba Book Publishers Inc.	1,009.57
	Barsuca Inc.	2,546.73
	Beach Buddy Ltd.	940.00
	Bonar Inc.-Plastic Molding Division	2,874.26
	Camco Redboine (1979) Ltd.	1,975.00
	Canadian Cedar Manufacturing Ltd.	2,000.00
	Canadian Tool & Die Ltd.	639.84
	Canital Granite Ltd.	2,000.00
	Cantech Scientific Ltd.	1,128.69
	Canwest Bedding Ltd.	2,000.00
	Central Canadian Structures	1,864.50
	Chase/Durus Canada Ltd.	3,925.00
	Classic Stone Design International Inc.	2,000.00

Grants Paid

1990-91 Fiscal Year

Collet Electronics Ltd.	1,966.25
Cordova Design	514.10
Custom Steel Manufacturing Ltd.	2,850.35
Designs Genetics Inc.	2,000.00
Discovery/Lancer Group	2,000.00
Dominion Veterinary Laboratories Ltd.	2,000.00
Elmcrest Furniture Mfg. Ltd.	2,000.00
Elmer's Welding & Manufacturing Ltd.	1,956.57
Exi Electronics Manufacturing	408.19
Fiat Products Ltd.	541.95
Flush Quip	1,077.73
Fort Garry Industries Ltd.	4,000.00
Franklin Enterprises Ltd.	895.14
Gould Manufacturing	807.29
Grandma's Little Darlings	841.61
Groening Industries Ltd.	629.24
High-Line Manufacturing Inc.	2,000.00
Impact Enterprises Ltd.	1,323.42
Infotech Inc.	629.03
Kan Kaddy	713.72
Kim Baby Products	2,747.33
Kindred Press	758.93
L & M Radiator Ltd.	2,611.61
Liberty Production Inc.	670.66
Linear Systems Ltd.	1,344.28
M & M Honey Farm	1,116.48
Macdon Industries Ltd.	2,000.00
Manitoba Hydro	22,805.56
Monarch Industries Ltd.	2,000.00
Nouveau Novelties	107.37
Online Business Systems	2,000.00
Pemmican Publications Inc.	380.32
Phason Electronics (1989) Ltd.	615.68
Pixsoft Inc.	2,000.00
Prairie Implement Manufacturers Assoc.	1,500.00
Profitmaster Canada	1,254.57
Prolific Group	2,000.00
Quest Marketing	1,077.81
Reimer Express Enterprises Ltd.	2,000.00
Rimer-Alco North America	2,174.14
Robert Mathes Agencies Ltd.	378.83
Romantica Beeswax Candles Inc.	1,050.00
Sever Signs & Displays Ltd.	1,344.19
Snak Tyme Foods Ltd.	1,885.16
Sound Concepts Canada Inc.	2,888.33
Strategic Services Inc.	785.74
Summit Bedding 1990 Ltd.	2,479.22
Superfit Products	1,350.00
Syn-Tex Convertors Ltd.	1,478.11

Tartan Farms	1,134.82
TKM Software Ltd.	1,351.28
Trace Design Co. Ltd.	2,000.00
Turnstone Press	440.95
University of Manitoba	1,000.00
Watson, Stephen	12.24
Westland Fastners	1,992.66
Westland Steel Products	850.33
Westman Plastics Ltd.	2,000.00
Westnofa of Canada Ltd.	1,752.49
Westsun Winnipeg Inc.	1,200.00
Wild Thang	2,635.79
Willmar Windows	4,000.00
Wishart Candles	1,402.66
Woodhaven Crafts	337.50
	$ 165,226.48

11.	SMALL BUSINESS (SPECIAL PROJECTS)	
	Association of Collegiate Entrepreneurs-Canada	$ 1,000.00
	Brandon University (Brandon Entrepreneur Student Training)	500.00
	Canadian Council for Native Business	10,000.00
	Red River Community College (Red River Entrepreneurs' Club)	500.00
	University of Manitoba (Entrepreneur Club)	500.00
	Women Business Owners	5,000.00
		$ 17,500.00
12.	SCIENCE FAIRS & SYMPOSIUMS	
	ANTEM '90 Symposium on Antenna Technology and Applied Electromagnetics	$ 1,000.00
	Manitoba Schools Science Symposium	1,200.00
	Northern Manitoba Regional Science Fair	1,200.00
	Western Manitoba Science Fair	1,200.00
		$ 4,600.00
13.	MANITOBA CENTRES OF EXCELLENCE FUND	**$ 242,248.00**
14.	MANITOBA RESEARCH COUNCIL	**$2,714,700.00**
15.	TOURISM ADMINISTRATION	
	ACTA Manitoba Inc.	$ 35,000.00
	Asessippi Ski Association Inc.	10,000.00
	Brandon Economic Development Board	15,600.00
	Canadian Stage Band Festivals Inc. (MusicFest Canada)	25,000.00
	Mennonite World Conference of Canada Inc.	20,000.00
	Tourism Industry Association of Manitoba Inc.	143,879.00
	Tourism Winnipeg Inc.	36,200.00
		$ 285,679.00
16.	BURSARY	
	Assiniboine Community College Awards Committee	**$ 300.00**

Industry,Trade & Tourism

Grants Paid

1990-91 Fiscal Year

17. CANADA-MANITOBA TOURISM AGREEMENT 1985-1990	
Anglers World Holidays	$ 3,481.00
Arctic Experience Ltd.	8,006.00
B & B Scuba Inc.	2,450.00
Body and Sole	1,250.00
Buffalo Point Development Corp. Ltd.	8,793.00
Canadian Resorts North Management Inc.	80,000.00
Canadian A-World Science Fiction Convention Bid Inc.	7,804.14
Carman Potato Blossom Festival Inc.	2,340.00
Festival du/of the Voyageur Inc.	30,200.00
Jazz Winnipeg Inc.	35,000.00
Lakeview Development of Canada Ltd.	15,000.00
Manitoba Lodges and Outfitters Association Inc. & Northern Consulting	35,800.00
Manitoba Restaurant and Foodservices Association	9,200.00
Manitoba Theatre Centre	35,000.00
Mennonite Heritage Village (Canada) Inc.	4,850.00
Portage la Prairie Chamber of Commerce	10,000.00
Rainbow Stage Inc.	30,000.00
Riding Mountain Nature Tours	3,400.00
Riverlife Inc.	25,000.00
The Boardwalk Theatre Company Inc.	8,000.00
The Churchill Group	1,000.00
Tourism Industry Association of Manitoba Inc.	90,000.00
Tourism Winnipeg Inc.	119,034.00
Trapper Don's Lodge Consortium	4,137.25
Ukrainian Folk Arts Centre and Museum Inc.	60,000.00
Wasagaming Marketing Committee Inc.	3,750.00
Winnipeg Folk Festival Inc.	19,500.00
Winnipeg International Children's Festival Inc.	39,400.00
Winnipeg World '91 Inc.	14,800.00
	$ 707,195.39
18. MANITOBA HORSE RACING COMMISSION	**$ 4,784,109.89**
19. CANADA-MANITOBA TOURISM AGREEMENT 1985-1990 CAPITAL	
Altoba Development Ltd.	$ 196,099.21
Hexagon Design Group Inc.	3,983.60
Keystone Agricultural and Recreation Centre Inc.	400,000.00
McJannet Rich - In Trust (Winnipeg Chinatown Development (1981) Corp.)	10,000.00
Meighen Haddad & Co., In Trust for Keystone Agricultural and Recreation Centre Inc.	1,865,000.00
Mennonite Heritage Village (Canada) Inc.	305,000.00
Red River Exhibition Association	250,000.00
The Forks Renewal Corp.	569,273.00
The Town of Gimli	350,000.00
Thompson, Dorfman, Sweatman, In Trust for Manitoba Museum of Man and Nature	291,000.00
Thompson, Dorfman, Sweatman, In Trust for The Forks Renwal Corp.	230,727.00
	$ 4,471,082.81

Department of Industry, Trade and Tourism

Reconciliation Statement

DETAILS	1990-91 ESTIMATES
1990-91 Main Estimates	$38,412,000
Statutory Payment	66,600
ALLOCATION OF FUNDS FROM:	
- Canada-Manitoba Enabling Vote	1,268,300
1990-91 ESTIMATE	$39,746,900

Department of Industry, Trade and Tourism

Revenue Summary by Source

For Fiscal Year Ended March 31, 1991

With Comparative Figures for the Previous Fiscal Year

Actual 1989/90 $	Actual 1990/91 $	Increase (Decrease) $	Source	Actual 1990/91 $	Estimate 1990/91 $	Variance $	Explanation Number
			Current Operating Programs:				
			Other Revenue				
77,800	0	(77,800)	(a) Emergency Interest Rate Relief	0	0	0	1
19,700	16,200	(3,500)	(b) Fees	16,200	20,000	(3,800)	
372,500	215,600	(156,900)	(c) Sundry	215,600	188,400	27,200	2
470,000	231,800	(238,200)	Sub-Total	231,800	208,400	23,400	
			Government of Canada				
25,200	0	(25,200)	(a) Economic Development-Planning Agreement	0	0	0	3
979,300	774,800	(204,500)	(b) Tourism Agreement 1985-1990	774,800	829,000	(54,200)	4
1,004,500	774,800	(229,700)	Sub-Total	774,800	829,000	(54,200)	
1,474,500	1,006,600	(467,900)	Total Current Operating Programs	1,006,600	1,037,400	(30,800)	
			Revenue Related to Capital:				
			Government of Canada				
1,106,700	2,565,800	1,459,100	(a) Tourism Agreement 1985-1990	2,565,800	2,341,600	224,200	5
1,106,700	2,565,800	1,459,100	Total Revenue Related to Capital	2,565,800	2,341,600	224,200	
2,581,200	3,572,400	991,200	**TOTAL REVENUE**	3,572,400	3,379,000	193,400	

Industry, Trade and Tourism

Revenue Summary Explanations

Explanation Number	$	Explanation
1	(77,800)	(Decrease) - Actual vs Actual This program expired March 31, 1990.
2	(156,900)	(Decrease) - Actual vs Actual Termination of Interchange Agreement with Government of Canada, decreased royalties from Technology Commercialization Program and no refund of federal sales tax on tourism literature for 1990-91.
3	(25,200)	(Decrease) - Actual vs Actual This program expired March 31, 1990.
4	(204,500)	(Decrease) - Actual vs Actual Agreement winding down. No new projects were approved in 1990-91.
5	1,459,100	Increase - Actual vs Actual Implementation of major projects and progress or final payments on projects started in 1989-90.

Department of Industry, Trade and Tourism

Expenditure Summary

For Fiscal Year Ended March 31, 1991

With Comparative Figures for the Previous Fiscal Year

Estimate 1990/91 $		Appropriation	Actual 1990/91 $	Actual 1989/90 $	Increase (Decrease) $	Explanation Number
		10-1 Administration and Finance				
20,600		(a) Minister's Salary	20,500	20,500	0	
		(b) Executive Support:				
323,700		Salaries:	324,400	313,700	10,700	
76,400		Other	103,100	116,400	(13,300)	
		(c) Strategic Planning				
411,400		Salaries	425,700	367,700	58,000	
391,600		Other	250,300	449,700	(199,400)	1
		(d) Finance and Administration:				
675,200		Salaries	613,600	617,700	(4,100)	
215,200		Other	180,400	203,100	(22,700)	
	(1)	(e) Fitness Directorate:				
0		Salaries	0	0	0	
0		Other	0	0	0	
		(f) Grant Assistance-				
543,800		Faculty of Management	543,800	217,000	326,800	2
2,657,900		TOTAL 10-1	2,461,800	2,305,800	156,000	
		10-2 Industry and Trade Division				
		(a) Industry and Trade Administration:				
184,800		Salaries	186,700	181,300	5,400	
8,500		Other	8,200	8,000	200	
		(b) Industry:				
		(1) Sectoral Development				
847,200		Salaries	872,100	867,700	4,400	
310,100		Other	297,300	297,000	300	

Department of Industry, Trade and Tourism

Expenditure Summary

For Fiscal Year Ended March 31, 1991

With Comparative Figures for the Previous Fiscal Year

Estimate 1990/91 $	Appropriation	Actual 1990/91 $	Actual 1989/90 $	Increase (Decrease) $	Explanation Number
	(2) Investment Promotion				
374,500	Salaries	382,900	348,800	34,100	
436,800	Other	424,400	399,500	24,900	
	(3) Recycling Business Development Program				
40,000	Operating	19,900	0	19,900	3
(40,000)	Recoveries	(19,900)	0	(19,900)	
	(c) Financial Programs:				
542,700	Salaries	528,100	527,800	300	
39,400	Other	37,900	19,700	18,200	4
	Programs:				
	(a) Manitoba Industrial				
2,446,000	Opportunities	1,875,500	2,982,300	(1,106,800)	5
	(b) Technology				
400,600	Commercialization	114,900	523,400	(408,500)	6
	(c) Manufacturing				
510,600	Adaptation	227,100	272,700	(45,600)	
857,500	(d) Venture Capital	1,648,500	493,400	1,155,100	7
	(e) Surface Transportation				
775,000	Technology	499,300	413,300	86,000	8
	(f) Small Business				
269,000	Growth Fund	262,300	122,200	140,100	9
1,500,000	(g) Vision Capital	1,466,300		1,466,300	10
	(d) Health Industry Development Initiative:				
523,000	Salaries	415,700	452,100	(36,400)	
1,999,900	Other	808,400	1,839,100	(1,030,700)	11
	(e) Trade:				
1,013,600	Salaries	903,200	709,800	193,400	12
855,200	Other	800,300	1,150,200	(349,900)	13

Department of Industry, Trade and Tourism

Expenditure Summary

For Fiscal Year Ended March 31, 1991

With Comparative Figures for the Previous Fiscal Year

Estimate 1990/91 $	Appropriation	Actual 1990/91 $	Actual 1989/90 $	Increase (Decrease) $	Explanation Number
	(f) Business Resource Centre:				
630,400	Salaries	526,200	477,800	48,400	
403,400	Other	270,800	273,800	(3,000)	
14,928,200	TOTAL 10-2	12,556,100	12,359,900	196,200	
	10-3 Technology Division:				
	(a) Industrial Technology				
402,500	Salaries	400,400	382,000	18,400	
383,800	Other	372,500	394,300	(21,800)	
	(b) Information Technology				
371,500	Salaries	345,100	331,400	13,700	
145,500	Other	81,700	132,200	(50,500)	14
	(c) Grant Assistance				
2,714,700	Manitoba Research Council	2,714,700	2,711,400	3,300	
4,018,000	TOTAL 10-3	3,914,400	3,951,300	(36,900)	
	10-4 Canada-Manitoba Economic Development Planning Agreement				
0	TOTAL 10-4	0	50,400	(50,400)	15
	10-5 Tourism Division:				
	(a) Administration				
203,300	Salaries	192,300	217,400	(25,100)	
25,000	Other	21,500	21,500		
199,400	Grants	195,700	199,400	(3,700)	
	(b) Marketing				
771,300	Salaries	731,300	713,000	18,300	
3,063,400	Other	2,763,900	3,084,200	(320,300)	

Department of Industry, Trade and Tourism

Expenditure Summary

For Fiscal Year Ended March 31, 1991

With Comparative Figures for the Previous Fiscal Year

Estimate 1990/91 $		Appropriation	Actual 1990/91 $	Actual 1989/90 $	Increase (Decrease) $	Explanation Number
		(c) Development				
339,300		Salaries	341,900	373,200	(31,300)	
374,700		Other	324,100	325,500	(1,400)	
		(d) Quality Assurance				
106,100		Salaries	98,600	101,500	(2,900)	
60,000		Other	50,400	59,500	(9,100)	
		(e) Corporate and Community Relations				
383,200		Salaries	398,600	365,400	33,200	
262,700		Other	257,700	258,800	(1,100)	
5,788,400		TOTAL 10-5	5,376,000	5,719,400	(343,400)	
		10-6 Canada-Manitoba Tourism Agreement 1985-1990				
474,300		Salaries	441,200	457,400	(16,200)	
1,183,600	<2>	Other	1,102,500	1,653,800	(551,300)	16
1,657,900		TOTAL 10-6	1,543,700	2,111,200	(567,500)	
		10-7 Manitoba Horse Racing Commission				
5,521,900		(a) Grant Assistance	4,784,100	4,866,700	(82,600)	
		10-8 Emergency Interest Rate Relief Program				
0			0	61,800	(61,800)	17

Department of Industry, Trade and Tourism

Expenditure Summary

For Fiscal Year Ended March 31, 1991

With Comparative Figures for the Previous Fiscal Year

Estimate 1990/91 $		Appropriation	Actual 1990/91 $	Actual 1989/90 $	Increase (Decrease) $	Explanation Number
		10-9 Manitoba Bureau of Statistics				
438,500		Salaries	409,400	413,800	(4,400)	
46,200		Other	45,900	44,800	1,100	
484,700		Subtotal	455,300	458,600	(3,300)	
		Less Recoverable from				
60,000		Other Appropriations	(63,800)	(70,000)	6,200	
424,700		TOTAL 10-9	391,500	388,600	2,900	
		10-10 Expenditures Related to Capital				
		(a) Capital Grants				
		(1) Canada-Manitoba Tourism				
4,683,300	<3>	Agreement 1985-1990	4,681,500	2,863,300	1,818,200	18
66,600		10-12 DATACOM Q.B. FILE #87-01-1695	66,600	0	66,600	19
39,746,900		**TOTAL FOR INDUSTRY, TRADE AND TOURISM**	**35,775,700**	**34,678,400**	**1,097,300**	

(1) Transferred to Department of Fitness and Sport

(2) In addition, $331.6 is included in Current Operating Expenditures in the Canada Manitoba Enabling Vote for the Canada Manitoba Tourism Agreement for a total authorization of $1,183.6.

(3) In addition, $936.7 is included in the Canada Manitoba Tourism Agreement 1985-1990 for a total Capital authorization of $4,683.3.

Industry, Trade and Tourism

Expenditure Summary Explanations

Explanation Number	$	Explanation
1	(199,400)	The major decrease was due to completion in 1989/90 of a contract study regarding values Manitobans bring to the workplace.
2	326,800	In 1989/90 the government approved a proposal to provide escalating grants to the Faculty of Management of the University of Manitoba in support of its 5-year Development Plan. The increase reflects that required for funding the second year of the Development Plan.
3	19,900	In 1990/91 the Department was authorized to implement the Recycling Business Development Program. Grants were made to two firms under this program.
4	18,200	During 1989/90 many operating expenditures such as telephone, stationery, supplies and courier expenses were charged directly to the individual financial programs. Commencing with 1990/91, these expenditures are charged to Financial Programs Administration.
5	(1,106,800)	Major decreases such as the reduced valuation allowance budget and the end of providing forgivable loans in 1990/91 were offset by increased interest costs incurred with the larger loan portfolio.
6	(408,500)	No new technology transfer applications were received in 1990/91 due to the economic climate. Expenditures in 1990/91 related to projects approved in previous years.
7	1,155,100	$1,302,100 were used to increase the Allowance for Doubtful Accounts in 1990/91 which were partially offset by reduction in interest costs due to reduced investment balance because of paybacks and write-offs. Additional funds were made available to increase the Allowance for Doubtful Accounts. This program finished March 31, 1989.
8	86,000	A grant of $250,000 was made to the Winnipeg Economic Development Corporation (Winnipeg 2000) which was offset by reduced payments to finalize the U.B.I.D.S.A. Agreement.
9	140,100	The Allowance for Doubtful Accounts was increased from $190,000 to $315,000 and interest costs increased due to the larger loan portfolio in 1990/91.
10	1,466,300	The Vision Capital fund was initiated in the fiscal year 1990/91.
11	(1,030,700)	There was a $900,000 grant deferral due to the Canadian Aging and Rehabilitation Product Development Corporation (ARCOR) and reduced program delivery due to staff vacancies.

Expenditure Summary Explanations

12	193,400	The increase is due to full-year salary requirements for the Manitoba Office in Ottawa and the Enhanced Trade Initiative.
13	(349,900)	Represents three non-recurring costs: the premium payments to Manitoba Hydro for the spillway gate contract for Limestone; a one time only cost for renovations to Manitoba's Ottawa Office; and support for Globe '90 in Vancouver.
14	(50,500)	Administration costs such as the telephone conversion to Centrex reduced usage costs. Also, computer purchases were deferred to 1991/92.
15	(50,400)	The Canada-Manitoba Economic Development Agreement expired March 31, 1990.
16	(551,300)	The decrease is due to implementation of project approvals and commitments entered into during the term of the Agreement. Cash flows are dependent upon the progress of approved projects and vary from year to year.
17	(61,800)	The Emergency Interest Rate Relief Program expired March 31, 1990.
18	1,818,200	The increase is due to the implementation of planned projects and the final payment of projects that commenced in the previous year, such as Keystone Agriculture and Recreation Centre, Fort Whyte Centre and the Red River Exhibition.
19	66,600	Pursuant to the Judgement of the Honourable Mr. Justice Schwartz of the Court of Queen's Bench regarding Proceedings against the Crown Act the Government was ordered to pay Datacom Opinion Research Corp. principal and interest in a settlement of court action between the two parties.

Department of Industry, Trade and Tourism

Five-Year Expenditure and Staffing Summary by Appropriation ($000)

For the Year Ending March 31, 1987 - March 31, 1991

Appropriation	Actual/*Adjusted Expenditures 1986-87 SY	1986-87 $	1987-88 SY	1987-88 $	1988-89 SY	1988-89 $	1989-90 SY	1989-90 $	1990-91 SY	1990-91 $
Administration and Finance	46.39	2,035.9	47.13	2,639.8	32.24	1,991.2	34.49	2,305.9	34.01	2,461.8
Industry and Trade Division	55.26	6,663.1 *	63.00	10,898.4 *	65.25	10,865.7 *	72.26	12,359.9 *	76.16	12,556.1 *(4)
Technology Division	45.00	5,734.7	56.00	4,571.6	49.45	4,443.2	45.41	3,951.3	43.46	3,914.4
Canada-Manitoba Economic Planning Agreement		235.3		255.1		41.5		50.4		
Tourism Division	50.21	4,803.9	55.21	5,501.8	48.01	5,909.4	46.42	5,719.3	45.23	5,376.0
Canada-Manitoba Tourism Agreement Destination Manitoba - Other		199.9		61.5						
- Capital		2,883.1								
Canada-Manitoba Tourism Agreement 1985-1990 - Other	9.00	1,410.4	11.06	2,023.1	14.21	2,122.3	11.08	2,111.2	10.07	1,543.7
- Capital		700.0		2,436.9		1,313.8		2,863.3		4,681.5
Manitoba Horse Racing Commission		4,817.8		4,999.0		5,083.5		4,866.7		4,784.1
Emergency Interest Rate Relief		351.9		157.2		106.1		61.8		
Manitoba Bureau of Statistics	10.00	324.9 *	10.00	375.4 *	10.00	390.3*	9.45	388.6 *	9.25	391.5 *(5)
Other				1,527.7 (1)						66.6 (3)
TOTAL	216.34	30,160.9 (2)	242.40	35,447.5 (2)	220.12	32,267.0	221.03	34,678.4	219.14	35,775.7

* Adjusted figures reflect Historical Data on a comparable basis in those appropriations affected by a reorganization during the years under review.

(1) Includes Court of Queen's Bench Judgement, consulting Services Contract, and New Flyer Industries Training Program.

(2) Staff Years: expenditures for the years 1986-87 and 1987-88 reflect the combination of Industry, Trade and Technology and Business Development and Tourism into the current organization. Job Fund Expenditures have been included when they continue beyond 1986-87.

(3) Court of Queen's Bench Judgement re proceedings against the Crown Act.

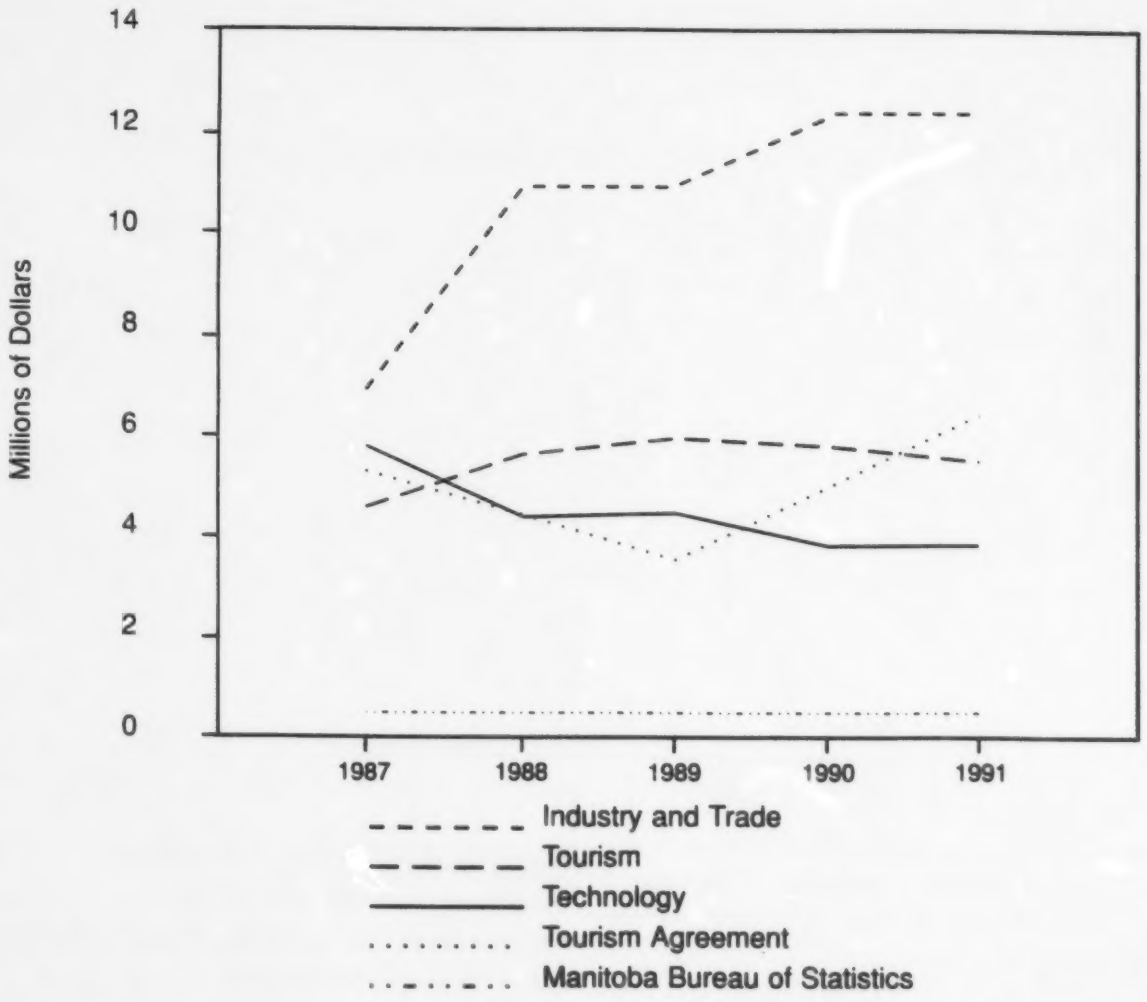
(4) Rural Economic Development Branch transferred to Dept. of Rural Development from Industry Trade Division.

(5) Manitoba Bureau of Statistics transferred in from Dept. of Employment Services and Economic Security.

Industry, Trade and Tourism

Five-Year Expenditure History

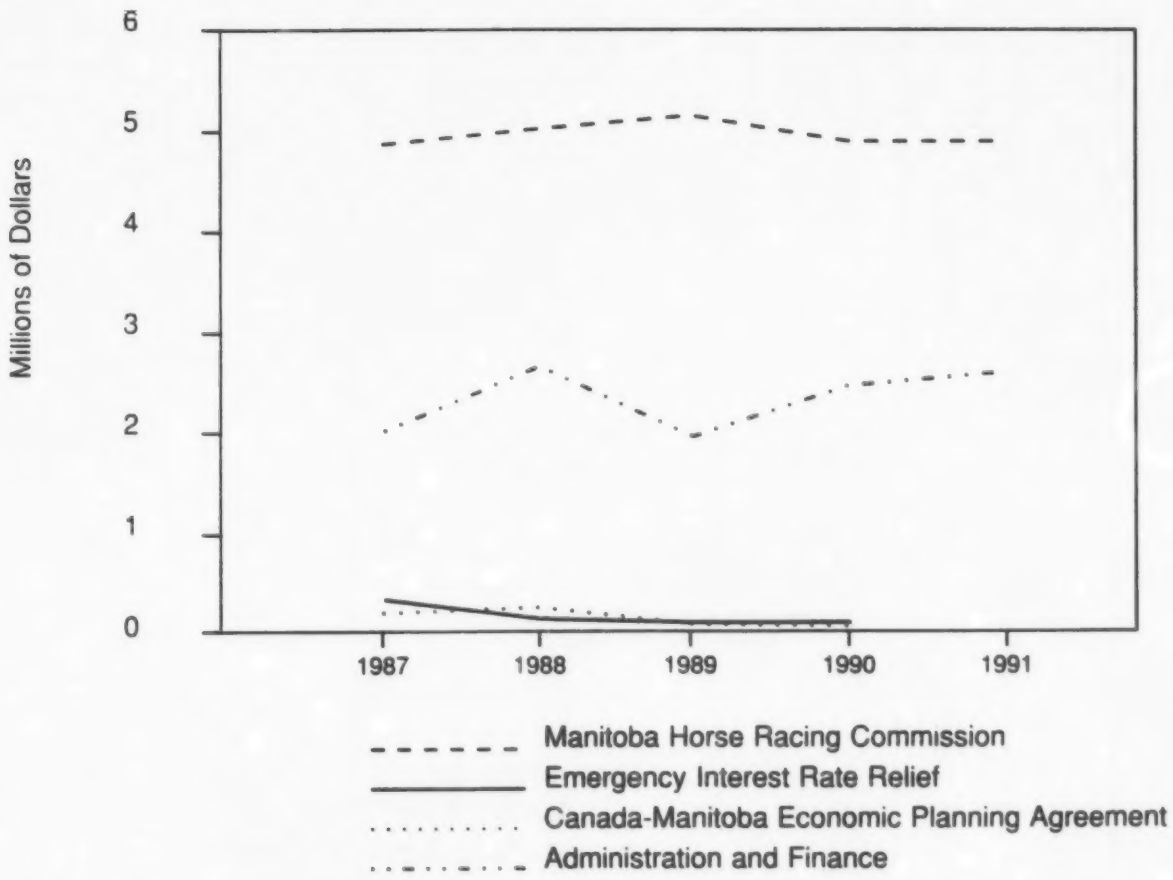
Operating Divisions



Industry, Trade and Tourism

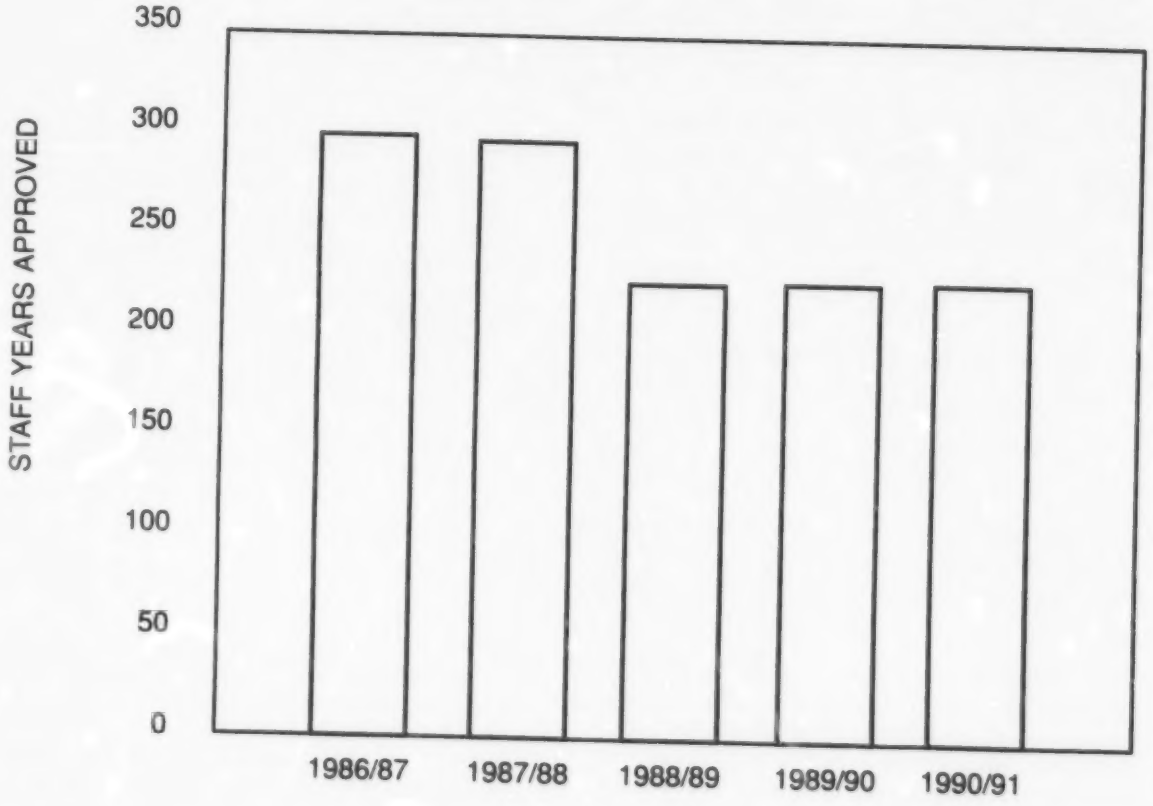
Five-Year Expenditure History

Non-Operating Divisions



Industry, Trade and Tourism

Five-Year Staff History



Industry, Trade and Tourism

Department Staffing Analysis

Fiscal Year 1990/91*

Executive Support
Minister - E. Stefanson
Deputy Minister - K. M. Bessey (Acting)
1-Executive Assistant
1 - Special Assistant
1 - Professional/Technical
4 - Administrative Support

Strategic Planning
Executive Director - N.Allison(Acting)
5 - Professional/Technical
3 - Administrative Support

Finance and Administration
Director - V.A. Zinger
7 - Professional/Technical
11 - Administrative Support

Industry and Trade Division - Administration
Assistant Deputy Minister - D.H. Cleve
4 - Administrative Support

Industry - Sectoral Development
Director - M.F. Wallace
12 - Professional/Technical
3 - Administrative Support

Industry - Investment Promotion
Director - P.G. Leslie
5 - Professional/Technical
1 -Administrative Support

Financial Programs
Director - W.J. Kinnear
7 -Professional/Technical
3 - Administrative Support

Health Industry Development Initiative
Assistant Deputy Minister - Vacant
Director - R.A. Ebbeling
5 - Professional/Technical
2 - Administrative Support

Trade
Director - H. D. Goy
15 - Professional/Technical
4 - Administrative Support

Business Resource Centre
Director - M.B. Levy
9 - Professional/Technical
4 - Administrative Support

Industrial Technology
Executive Director - J.K. Reichert
5 - Professional/Technical
2 - Administrative Support

Information Technology
Executive Director - E. Gonzalez
4 - Professional/Technical
4 - Administrative Support

Manitoba Research Council
Chairperson - R. Hood
President - J.K.Reichert (Acting)
The Manitoba Research Council staff complement varies from 75 to 90, of which 28 are reflected in the Department's staffing complement

Tourism Division - Administration
Assistant Deputy Minister - G. Goossen
1- Professional/Technical
3-Administrative Support

Marketing
Director - H.J. Mesman
8 - Professional/Technical
10 - Administrative Support
5 - Other (Term)

Development
Director - W. Barbaza
5 - Professional/Technical
1 - Administrative Support

Quality Assurance
Manager - Vacant
1 - Professional/Technical
1 - Administrative Support

Corporate and Community Relations
Director - Vacant
6 - Professional/Technical
2 - Administrative Support

Canada-Manitoba Tourism Agreement 1985-1990
9 - Professional/Technical
3 - Administrative Support

Manitoba Bureau of Statistics
Director - W. Falk
8 - Professional/Technical
1 - Administrative Support

* Adjusted to reflect the names of incumbents at the time of printing this report

Manitoba Fitness Directorate

Objectives

The mandate and purpose of the Fitness Directorate is to encourage and promote increased participation in physical activity leading to personal fitness and a healthy lifestyle for all Manitobans. It also has the following objectives:

a -To increase public awareness of the benefits of fitness and active lifestyle choices for all Manitobans.

b -To increase the availability and accessibility of meaningful fitness programs that facilitate participation in physical activity.

c -To encourage greater personal achievement and lifelong commitment to fitness regardless of age or individual competency levels.

d -To develop and update a long-range strategic plan for meaningful fitness program development in Manitoba.

e -To broaden the technological information base and strengthen an integrated network through increased information/resource sharing.

f -To enhance the training and recognition of leaders, volunteers and participants who are active within the fitness delivery system.

g -The mandate and purpose of the Manitoba Fitness Directorate is aimed at all Manitobans. Special emphasis on specific target groups is necessary:

* Youth (birth - 19 years of age)
* Employees (Workplace)
* Older Adults (pre/retired)
* Disabled/Disadvantaged
* Overweight/Inactive

Activities

a -**Delivery of the Provincial Fitness Leadership Development Program to all communities in Manitoba:** Performance standards have been established for the basic fitness leader and specialty interest courses have been designed to prepare fitness leaders in the delivery of programs aimed at specific target groups such as: strength training for fitness, walking for fitness, fitness and the older adult, fitness and pregnancy, and training of trainers.

b -**Development of the Manitoba Fitness Leadership Development Association:** The Directorate provided ongoing consultation to the MFLDA in the process of incorporation and in the drafting of the constitution and by-laws. The MFLDA is a mechanism which will assure high standards of fitness programming through the identification of performance standards, guidelines, policies and ongoing evaluation.

c -**Regional Fitness Development:** Consultative support and financial assistance were provided to the Westman Regional Wellness/Fitness Development Committee for the development of an integrated approach to active living and healthier lifestyles.

d -**Canada's Fitweek:** The Directorate co-ordinates Manitoba's participation in this national program to encourage participation in physical activity. The 1990 program was held throughout Manitoba May 25 - June 3, 1990.

e -**Corporate Challenge:** The Directorate has provided consultative services to several places of work throughout Manitoba to promote fitness and healthy lifestyles through the Corporate Challenge program. The Corporate Challenge program involves special participatory events leading to the adoption of healthy lifestyles.

f -**Manitoba Society of Seniors "55 Plus Seniors Games":** The Directorate has provided financial assistance to the Manitoba Society of Seniors in partnership with Sport; Culture, Heritage and Citizenship; and the Seniors Directorate.

g -**Fitness for Seniors Leadership Development:** Several training courses for retired people in Manitoba, who wish to become fitness leaders, have been conducted in the province.

h -**Nutritious Way to Fitness:** The Directorate, in co-operation with the Manitoba Milk Producers' Marketing Board, provided nutrition resources to fitness leaders throughout Manitoba to promote healthy lifestyles which include an appropriate combination of physical activity and proper eating habits.

i -**Quality Daily Physical Education:** The Directorate, in co-operation with the Department of Education and the Manitoba Physical Education Teachers' Association, has provided support and training to teachers across the province to promote Quality Daily Physical Education.

j -**"Project Apex"**: The Directorate, in co-operation with the Manitoba Milk Producers' Marketing Board, delivered an education program involving key elements of physical activity and healthy eating habits.

k -**Resource Development:** The Directorate has produced, in co-operation with Fitness Canada and other provinces and territories, Active Living Posters and Walking Booklets. A resource program entitled "Fit-4-Fun" has been revised to update the information on fitness and active living.

l -**"Fit Parade"**: The Directorate has become a partner in sponsoring a series of 13 made for television educational videotapes which focus on fitness activities within reach of most Manitobans. Each program explains, in detail, a fitness-related activity, (cycling, for example), including the basic skills and components such as proper clothing and equipment.

Accomplishments

a -**Delivery of the Rural Fitness Leadership Development Program to all communities in Manitoba:** Seven basic Fitness Leader Courses were offered throughout Manitoba with a total of 145 participants, bringing the total number of accredited fitness leaders in Manitoba to 518.

b -**Development of the Manitoba Fitness Leadership Development Association:** The Association is now duly constituted and functioning extremely well as it expands its services throughout the province.

c -**Regional Fitness Development:** Consultative support and financial assistance to the Westman Regional Wellness/Fitness Development Committee for the development of an integrated approach to active living and healthier lifestyles. This is an example of enhanced collaboration and communication between Health, Fitness, Recreation, Sport and Education professions.

d -**Canada's Fitweek:** In 1989 there were 450 community groups that registered their activities. In 1990 there were approximately the same number of groups but many of the groups within the different communities combined to form fewer groups, which resulted in many more participants in the variety of events which were organized.

e -**Corporate Challenge:** There were major events in Winnipeg, Brandon, Thompson and Hamiota in 1990. The Fitness Directorate has provided consultative services to several places of work throughout Manitoba to promote fitness and healthy lifestyles through the Corporate Challenge Program.

f -**Manitoba Society of Seniors "55 Plus Seniors Games"**: This event promotes active living among older adults throughout Manitoba. The Directorate has provided financial assistance to the Manitoba Society of Seniors in partnership with Sport Directorate, Seniors Directorate and Manitoba Culture, Heritage and Citizenship.

g -**Fitness for Seniors Leadership Development:** Several training courses for retired people in Manitoba, who desired to become fitness leaders, have been conducted, with a total of 100 leaders completing the course and many community seniors groups adopting a fitness-related program as a result.

h -**Nutritious Way to Fitness:** The Directorate, in co-operation with the Manitoba Milk Producers' Marketing Board, provided nutrition resources to fitness leaders throughout Manitoba to promote healthy lifestyles, which include an appropriate combination of physical activity and proper eating habits. This is another example of Fitness complementing other active living/healthy eating initiatives.

i -**Quality Daily Physical Education:** The Fitness Directorate provided support for the Regional team leaders to be trained, so that they may in turn train others to promote and adopt an active lifestyle.

j -**"Project Apex":** This program included the distribution of resource kits and the training of grade six teachers in Winnipeg and rural school divisions. This is another example of the ongoing co-operation between ourselves, the Department of Education and Training, and local school divisions.

k -**Resource Development:** The Directorate has produced, in co-operation with Fitness Canada and the other provinces and territories, Active Living resource guides for community leaders, Walking booklets, and a revised version and approach to fitness through the "Fit-4-Fun" Program. These resources will be widely distributed to promote the adoption of active lifestyles.

l -**"Family Fit Parade":** The Directorate co-sponsored the production of a made-for-television series of 13 - 1/2 hour programs on fitness-related activities which are available to all Manitobans. This is an excellent promotional tool just beginning to show results, with a demand for follow-up ideas, resources and programs to expand the commitment to active living.

Expenditures by Sub-Appropriation

28-1(a)

Fitness Directorate	**Actual 1990/91**	**Estimate 1990/91**		**Variance**	**Expl.**
	$	**SY**	**$**	**Over(Under)**	**No**
From Lotteries Funded Programs					
Salaries	116,700	3.00	115,400	1,300	
Expenditures	76,100		113,700	(37,600)	1
Grants	109,200		109,200	0	
TOTAL EXPENDITURES	302,000	3.00	338,300	(36,300)	

Explanation Number:

1. Staff turnover delayed the consultative services required to implement successfully the Fitness for Seniors Program.

Manitoba Sport Directorate

Objectives

The Sport Directorate's mission is to stimulate growth and development of sport in Manitoba, resulting in a positive effect on the physical, mental and social well-being of all Manitobans. Objectives stemming from the mission are:

- To ensure a commitment to support the development of amateur sport.
- To support technical development of sport.
- To promote the value of participating in amateur sport.
- To ensure opportunities are made available to allow all Manitobans to participate in amateur sport at their desired skill levels.
- To encourage annual planning by provincial and regional sport organizations.

Activities

The Sport Directorate administered program grants to over 78 provincial and regional sport organizations and other related sport agencies. It administered and implemented sport programs such as the development of coaches and officials and Games programs. It provided consultative support to provincial and regional sport organizations and other related sport agencies. The Directorate participated in and supplied administrative support to the Manitoba Sport Task Force. An additional function was liaison concerning sport-related matters with federal, provincial and municipal governments and with agencies, for example, Manitoba Sports Federation, Sports Canada, the Coaching Association of Canada and the City of Winnipeg.

Results

The Sport Directorate administered a total of $2,333,8000 in program grants to 78 provincial and regional sport organizations and to 14 sport-related agencies. Directorate staff consultants provided support to assigned sports and program areas.

Based on "Sport Policy Recommendations for the Government of Manitoba" developed by the Sport Policy Advisory Committee, planning continued for the release and implementation of a Sport Policy in the new fiscal year. Planning also commenced on a Manitoba Action Plan for Sport designed to meet the objectives of the Sport Policy and ensure a cohesive, co-ordinated approach to the delivery of sport in Manitoba.

The Directorate took an active and leading role at the National Conference on Coaching Strategies. Following development and distribution of a discussion paper, survey and focus group discussions, a provincial consultation paper was presented to the Federal-Provincial/Territorial Sport Committee for the development of national strategies for coaching development toward the year 2000. The report also provides a framework for a coaching strategy within the Province of Manitoba.

The Directorate continued to represent the province as a partner with the City of Winnipeg and the Manitoba Sports Federation in the five-year, $15 million Winnipeg Sport Facility Program. Phase One provided the required facilities for the staging of the 1990 Western Canada Summer Games. The largest event to take place in Winnipeg since the 1967 Pan American Games, the Games occurred July 6th to July 14th, 1990. With over 10,000 Manitobans volunteering their services and more than 6,000 being utilized, the Games were an outstanding success. In addition to major facility development and upgrading, the 1990 Western Canada Summer Games provided the province with a strong sense of pride and achievement, and a strong profile of Manitoba's rich multi-cultural character.

These legacies have provided the framework for the staging of a number of national and international events and future games including Manitoba's hosting of the 1997 Canada Summer Games and possibly the 1999 Pan American Games.

The 1991 Canada Winter Games were held in Prince Edward Island in February. Team Manitoba, comprised of over 300 athletes, coaches and officials, achieved the province's best-ever performance at these games. Manitoba was awarded a total of 41 medals and the Centennial Cup as the province showing the greatest improvement from one game to the next.

The Manitoba Games are the province's largest multi-sport event. The 1992 Manitoba Summer Games have been awarded to the communities of Minnedosa and Neepawa. The Games will take place August 19th to August 23rd, 1992, with upwards of 10,000 athletes, coaches, officials and volunteers participating in community and regional events leading up to the final which will feature ten sports.

Note: In 1990/91 the Sport Directorate has been fully funded by lotteries revenue.

Expenditures by Sub-Appropriation

28-1(b)

Sport Directorate	Actual 1990/91 $	Estimate 1990/91 SY	Estimate 1990/91 $	Variance Over(Under)	Expl. No
From Lotteries Funded Programs					
Salaries	375,200	9.26	377,600	(2,400)	
Expenditures	261,600		263,000	(1,400)	
Grants	2,332,800		2,333,800	(1,000)	
Western Canada Summer Games	170,000		170,000	0	
				0	
TOTAL EXPENDITURES	3,139,600	9.26	3,144,400	(4,800)	

28-1(c)

Manitoba Sports Federation	7,856,400		7,856,400	0	

28-1(d)

Capital Grants - Major Sport Facilities	1,500,000		1,500,000	0	

Financial Information

Fitness & Sport
Summary of Grants Paid
1990-91 Fiscal Year

1.	UNIVERSITY OF MANITOBA - PROVINCIAL FITNESS LEADERSHIP DEVELOPMENT PROGRAM	$ 109,200.00
2.	PROVINCIAL SPORT ORGANIZATIONS	300,000.00
3.	MANITOBA GAMES	285,000.00
4.	PROVINCIAL CHAMPIONSHIPS	120,000.00
5.	PROVINCIAL TEAM	328,800.00
6.	ATHLETE ASSISTANCE	259,120.00
7.	HIGH PERFORMANCE CENTRES	25,000.00
8.	HOSTING/VOLUNTEER RECOGNITION	80,000.00
9.	CANADA GAMES	170,000.00
10.	WESTERN CANADA GAMES	170,000.00
11.	RURAL SPORT DEVELOPMENT	295,000.00
12.	ATHLETIC THERAPY	25,000.00
13.	SPORT SCIENCE	15,000.00
14.	UNIVERSITY ATHLETIC AWARDS	150,000.00
15.	MANITOBA SOCIETY OF SENIORS	10,000.00
16.	MANITOBA SPECIAL OLYMPICS INC.	60,000.00
17.	COACHES/OFFICIALS DEVELOPMENT	209,925.00
18.	MANITOBA SPORTS FEDERATION	7,856,352.00
19.	CITY OF WINNIPEG	1,000,000.00
20.	1991 WINNIPEG COUPE GREY CUP ASSOCIATION INC.	500,000.00
		$11,968,397.00

Fitness & Sport
Grants Paid
1990-91 Fiscal Year

1. UNIVERSITY OF MANITOBA - PROVINCIAL FITNESS LEADERSHIP DEVELOPMENT PROGRAM

Carman-Dufferin Recreation Commission	$	2,500.00
Interlake Municipal Recreation Association		2,500.00
Manitoba Fitness Leadership Development Association		10,000.00
Manitoba Society of Seniors		7,000.00
Norman Regional Sports Association Inc.		3,000.00
Provincial Fitness Leadership Conference Committee		4,000.00
University of Manitoba-Manitoba Fitness Leadership		62,200.00
University of Manitoba-Specialty Courses for Fitness		18,000.00
	$	109,200.00

2. PROVINCIAL SPORT ORGANIZATIONS

Archers & Bowhunters Association of Manitoba Inc.	$	3,900.00
Athletics Manitoba Inc.		6,000.00
Bandy Federation of Manitoba Inc.		1,500.00
Biathlon Association of Manitoba Inc.		3,000.00
Canadian Amateur Diving Association (Manitoba Section)		6,275.00
Canadian Amateur Swimming Association Inc. (Manitoba Section) Inc.		6,000.00
Canadian Figure Skating Association (Manitoba Section) Inc.		6,100.00
Canadian Motorcycle Association (Manitoba Region) Inc.		3,000.00
Cross Country Ski Association of Manitoba Inc.		5,500.00
Manitoba Alpine Ski Division Inc.		4,100.00
Manitoba Amateur Basketball Association Inc.		5,200.00
Manitoba Amateur Body Building Association Inc.		2,000.00
Manitoba Amateur Boxing Association Inc.		2,200.00
Manitoba Amateur Broomball Association Inc.		3,500.00
Manitoba Amateur Football Association Inc.		4,500.00
Manitoba Amateur Hockey Association Inc.		6,100.00
Manitoba Amateur Roller Sports Association Inc.		2,300.00
Manitoba Amputees' Sport and Recreation Association Inc.		1,000.00
Manitoba Badminton Association Inc.		2,415.00
Manitoba Baseball Association Inc.		6,240.00
Manitoba Baton Twirling Association Inc.		3,000.00
Manitoba Black Belt Association Inc.		3,700.00
Manitoba Cerebral Palsy Sports Association Inc.		2,000.00
Manitoba Cricket Association Inc.		3,000.00
Manitoba Curling Association Inc.		6,100.00
Manitoba Cycling Association Inc.		4,000.00
Manitoba Dart Association Inc.		2,000.00
Manitoba Deaf Sports Association Inc.		1,000.00
Manitoba Fencing Association Inc.		3,000.00
Manitoba Field Hockey Association Inc.		1,500.00
Manitoba Five Pin Bowling Federation Inc.		5,500.00
Manitoba Freestyle Ski Association Inc.		3,000.00
Manitoba Freestyle Wrestling Association Inc.		4,200.00

Fitness & Sport

Grants Paid

1990-91 Fiscal Year

Manitoba Golf Association Inc.	5,000.00
Manitoba Gymnastics Association Inc.	3,100.00
Manitoba Handball Association Inc.	3,000.00
Manitoba High Schools Athletic Association Inc.	25,000.00
Manitoba Horse Council Inc.	5,500.00
Manitoba Horseshoe Players Association Inc.	2,000.00
Manitoba Lacrosse Association Inc.	3,700.00
Manitoba Ladies' Curling Association Inc.	5,500.00
Manitoba Ladies' Golf Association Inc.	4,500.00
Manitoba Lawn Bowling Association Inc.	3,000.00
Manitoba Orienteering Association Inc.	3,000.00
Manitoba Paddling Association Inc.	2,250.00
Manitoba Powerlifting Association Inc.	2,000.00
Manitoba Provincial Handgun Association Inc.	3,000.00
Manitoba Provincial Rifle Association Inc.	1,700.00
Manitoba Racquetball Association Inc.	3,700.00
Manitoba Rhythmic Sportive Gymnastics Association Inc.	4,200.00
Manitoba Ringette Association Inc.	4,000.00
Manitoba Rowing Association Inc.	1,500.00
Manitoba Rugby Union Inc.	3,500.00
Manitoba Sailing Association Inc.	5,100.00
Manitoba Skeet Shooting Association Inc.	2,250.00
Manitoba Soaring Council Inc.	2,000.00
Manitoba Soccer Association Inc.	5,250.00
Manitoba Softball Association Inc.	5,750.00
Manitoba Special Olympics Inc.	6,250.00
Manitoba Speed Skating Association Inc.	4,100.00
Manitoba Sport Parachute Association Inc.	2,000.00
Manitoba Sports and Recreation Association for the Blind Inc.	1,500.00
Manitoba Table Tennis Association Inc.	2,100.00
Manitoba Tae Kwon Do Association (1982) Inc.	3,400.00
Manitoba Team Handball Federation Inc.	3,200.00
Manitoba Ten Pin Bowling Federation Inc.	4,500.00
Manitoba Tennis Association (Tennis Manitoba) Inc.	4,000.00
Manitoba Trapshooting Association Inc.	3,100.00
Manitoba Triathlon Association Inc.	3,300.00
Manitoba Underwater Council Inc.	820.00
Manitoba Volleyball Association Inc.	5,200.00
Manitoba Water Ski Region Inc.	3,000.00
Manitoba Waterpolo Association Inc.	3,600.00
Manitoba Weightlifting Association Inc.	3,000.00
Manitoba Wheelchair Sports and Recreation Association Inc.	3,500.00
Manitoba Women's Field Hockey Association Inc.	3,000.00
Squash Manitoba Inc.	5,100.00
Synchro Swim Manitoba Inc.	3,000.00
	$ 300,000.00

3. MANITOBA GAMES

Athletics Manitoba Inc.	$ 5,000.00
Canadian Amateur Swimming Association (Manitoba Section) Inc.	5,000.00
Central Region Sport Association Inc.	10,000.00
Eastman Sport Development Association	10,000.00
Interlake Region Sport Development Association	10,000.00
Manitoba Amateur Football Association Inc.	5,000.00
Manitoba Baseball Association Inc.	5,000.00
Manitoba Games Council	20,000.00
Manitoba Golf Association Inc.	2,500.00
Manitoba Horse Council Inc.	5,000.00
Manitoba Ladies' Golf Association Inc.	2,500.00
Manitoba Sailing Association Inc.	5,000.00
Manitoba Soccer Association Inc.	5,000.00
Manitoba Softball Association Inc.	5,000.00
Manitoba Special Olympics Inc.	5,000.00
Manitoba Tennis Association (Tennis Manitoba) Inc.	5,000.00
Minnedosa-Neepawa 1992 Manitoba Summer Games Host Committee	150,000.00
Norman Regional Sport Association Inc.	10,000.00
Parkland Sport Council	10,000.00
Westman Sport Association	10,000.00
	$ 285,000.00

4. PROVINCIAL CHAMPIONSHIPS

Archers & Bowhunters Association of Manitoba Inc.	$ 2,000.00
Athletics Manitoba Inc.	4,000.00
Biathlon Association of Manitoba Inc.	500.00
Canadian Amateur Diving Association Inc. (Manitoba Section)	750.00
Canadian Amateur Swimming Association (Manitoba Section) Inc.	2,500.00
Canadian Figure Skating Association (Manitoba Section) Inc.	4,000.00
Canadian Motorcycle Association (Manitoba Region) Inc.	2,500.00
Cross Country Ski Association of Manitoba Inc.	1,500.00
Manitoba Alpine Ski Division Inc.	3,500.00
Manitoba Amateur Basketball Association Inc.	3,500.00
Manitoba Amateur Boxing Association Inc.	1,500.00
Manitoba Amateur Broomball Association Inc.	2,500.00
Manitoba Amateur Football Association Inc.	2,000.00
Manitoba Amateur Hockey Association Inc.	3,000.00
Manitoba Amateur Roller Sports Association Inc.	500.00
Manitoba Badminton Association Inc.	2,000.00
Manitoba Baseball Association Inc.	5,550.00
Manitoba Baton Twirling Association Inc.	1,000.00
Manitoba Black Belt Association Inc.	1,000.00
Manitoba Cricket Association Inc.	500.00
Manitoba Curling Association Inc.	4,500.00

Fitness & Sport

Grants Paid

1990-91 Fiscal Year

Manitoba Cycling Association Inc..	1,500.00
Manitoba Dart Association Inc.	500.00
Manitoba Deaf Sports Association Inc.	500.00
Manitoba Fencing Association Inc.	500.00
Manitoba Field Hockey Association Inc.	300.00
Manitoba Five Pin Bowling Federation Inc.	3,000.00
Manitoba Freestyle Ski Association Inc.	1,000.00
Manitoba Freestyle Wrestling Association Inc.	1,000.00
Manitoba Golf Association Inc.	2,000.00
Manitoba Gymnastics Association Inc.	2,500.00
Manitoba Handball Inc.	500.00
Manitoba Horse Council Inc.	3,700.00
Manitoba Horseshoe Players Association Inc.	500.00
Manitoba Lacrosse Association Inc.	1,500.00
Manitoba Ladies' Curling Association Inc.	3,000.00
Manitoba Ladies' Golf Association Inc.	1,500.00
Manitoba Lawn Bowling Association Inc.	1,000.00
Manitoba Orienteering Association Inc.	1,000.00
Manitoba Paddling Association Inc.	1,000.00
Manitoba Powerlifting Association Inc.	500.00
Manitoba Provincial Handgun Association Inc.	1,000.00
Manitoba Provincial Rifle Association Inc.	1,500.00
Manitoba Racquetball Association Inc.	500.00
Manitoba Rhythmic Sportive Gymnastics Association Inc.	500.00
Manitoba Ringette Association Inc.	3,000.00
Manitoba Rugby Union Inc.	500.00
Manitoba Sailing Association Inc.	4,000.00
Manitoba Skeet Shooting Association Inc.	1,000.00
Manitoba Soccer Association Inc.	3,000.00
Manitoba Softball Association Inc.	5,000.00
Manitoba Special Olympics Inc.	3,000.00
Manitoba Speed Skating Association Inc.	1,000.00
Manitoba Sport Parachute Association Inc.	500.00
Manitoba Table Tennis Association Inc.	1,000.00
Manitoba Tae Kwon Do Association (1982) Inc.	2,000.00
Manitoba Team Handball Federation Inc.	1,000.00
Manitoba Ten Pin Bowling Federation Inc.	2,500.00
Manitoba Tennis Association (Tennis Manitoba) Inc.	2,000.00
Manitoba Trapshooting Association Inc.	1,500.00
Manitoba Underwater Council Inc.	500.00
Manitoba Volleyball Association Inc.	3,500.00
Manitoba Water Ski Region Inc..	1,000.00
Manitoba Weightlifting Association Inc.	1,500.00
Manitoba Wheelchair Sports and Recreation Association Inc.	1,200.00
Squash Manitoba Inc.	1,500.00
Synchro Swim Manitoba Inc.	500.00
	$ 120,000.00

5. PROVINCIAL TEAM

Archers & Bowhunters Association of Manitoba Inc.	$ 2,000.00
Athletics Manitoba Inc.	10,000.00
Bandy Federation of Manitoba Inc.	2,000.00
Biathlon Association of Manitoba Inc.	7,900.00
Canadian Amateur Diving Association Inc. (Manitoba Section)	11,425.00
Canadian Amateur Swimming Association (Manitoba Section) Inc.	6,500.00
Canadian Figure Skating Association (Manitoba Section) Inc.	11,100.00
Canadian Motorcycle Association (Manitoba Region) Inc.	3,000.00
Cross Country Ski Association of Manitoba Inc.	8,400.00
Manitoba Alpine Ski Division Inc.	8,000.00
Manitoba Amateur Basketball Association Inc.	5,000.00
Manitoba Amateur Body Building Association Inc.	1,000.00
Manitoba Amateur Boxing Association Inc.	1,400.00
Manitoba Amateur Broomball Association Inc.	3,500.00
Manitoba Amateur Football Association Inc.	4,000.00
Manitoba Amateur Hockey Association Inc.	7,940.00
Manitoba Amateur Roller Sports Association Inc.	1,000.00
Manitoba Badminton Association Inc.	2,670.00
Manitoba Baseball Association Inc.	6,000.00
Manitoba Baton Twirling Association Inc.	3,500.00
Manitoba Black Belt Association Inc.	4,400.00
Manitoba Cerebral Palsy Sports Association Inc.	1,000.00
Manitoba Cricket Association Inc.	2,000.00
Manitoba Curling Association Inc.	1,250.00
Manitoba Cycling Association Inc.	10,000.00
Manitoba Fencing Association Inc.	6,300.00
Manitoba Field Hockey Association Inc.	4,500.00
Manitoba Five Pin Bowling Federation Inc.	1,200.00
Manitoba Freestyle Ski Association Inc.	4,500.00
Manitoba Freestyle Wrestling Association Inc.	10,000.00
Manitoba Golf Association Inc.	2,000.00
Manitoba Gymnastics Association Inc.	12,000.00
Manitoba Handball Association Inc.	2,000.00
Manitoba Horse Council Inc.	1,500.00
Manitoba Lacrosse Association Inc.	4,000.00
Manitoba Ladies' Curling Association Inc.	1,250.00
Manitoba Ladies' Golf Association Inc.	2,000.00
Manitoba Lawn Bowling Association Inc.	500.00
Manitoba Orienteering Association Inc.	2,000.00
Manitoba Paddling Association Inc.	1,500.00
Manitoba Powerlifting Association Inc.	1,000.00
Manitoba Provincial Handgun Association Inc.	2,365.00
Manitoba Provincial Rifle Association Inc.	2,900.00
Manitoba Racquetball Association Inc.	7,700.00
Manitoba Rhythmic Sportive Gymnastics Association Inc.	14,000.00

Fitness & Sport

Grants Paid

1990-91 Fiscal Year

Manitoba Ringette Association Inc.	8,500.00
Manitoba Rowing Association Inc.	8,000.00
Manitoba Rugby Union Inc.	4,000.00
Manitoba Sailing Association Inc.	5,000.00
Manitoba Skeet Shooting Association Inc.	2,000.00
Manitoba Soccer Association Inc.	8,500.00
Manitoba Special Olympics Inc.	4,000.00
Manitoba Speed Skating Association Inc.	9,000.00
Manitoba Sports and Recreation Association for the Blind Inc.	1,500.00
Manitoba Table Tennis Association Inc.	7,200.00
Manitoba Tae Kwon Do Association (1982) Inc.	3,000.00
Manitoba Team Handball Federation Inc.	2,000.00
Manitoba Ten Pin Bowling Federation Inc.	3,000.00
Manitoba Tennis Association (Tennis Manitoba) Inc.	3,000.00
Manitoba Trapshooting Association Inc.	2,500.00
Manitoba Volleyball Association Inc.	6,000.00
Manitoba Water Ski Region Inc.	4,000.00
Manitoba Waterpolo Association Inc.	5,500.00
Manitoba Weightlifting Association Inc.	11,200.00
Manitoba Wheelchair Sports and Recreation Association Inc.	2,000.00
Manitoba Women's Field Hockey Association Inc.	7,000.00
Squash Manitoba Inc.	8,400.00
Synchro Swim Manitoba Inc.	5,300.00
	$ 328,800.00

6. ATHLETE ASSISTANCE

Athletics Manitoba Inc.	$ 26,550.00
Biathlon Association of Manitoba Inc.	2,100.00
Canadian Amateur Diving Association Inc. (Manitoba Section)	2,500.00
Canadian Amateur Swimming Association (Manitoba Section) Inc.	3,150.00
Canadian Figure Skating Association (Manitoba Section) Inc.	3,700.00
Canadian Motorcycle Association (Manitoba Region) Inc.	2,700.00
Cross Country Ski Association of Manitoba Inc.	2,100.00
Manitoba Alpine Ski Division Inc.	2,100.00
Manitoba Amateur Basketball Association Inc.	4,200.00
Manitoba Amateur Body Building Association Inc.	4,800.00
Manitoba Amateur Boxing Association Inc.	3,875.00
Manitoba Amateur Football Association Inc.	600.00
Manitoba Amateur Hockey Association Inc.	2,800.00
Manitoba Amateur Roller Sports Association Inc.	2,500.00
Manitoba Amputees' Sport and Recreation Association Inc.	2,800.00
Manitoba Badminton Association Inc.	2,700.00
Manitoba Baseball Association Inc.	5,400.00
Manitoba Baton Twirling Association Inc.	1,700.00
Manitoba Black Belt Association Inc.	9,100.00
Manitoba Cerebral Palsy Sports Association Inc.	3,200.00

Fitness & Sport

Grants Paid

1990-91 Fiscal Year

Manitoba Cricket Association Inc.	3,600.00
Manitoba Curling Association Inc.	100.00
Manitoba Cycling Association Inc..	12,900.00
Manitoba Fencing Association Inc.	975.00
Manitoba Field Hockey Association Inc.	2,100.00
Manitoba Freestyle Ski Association Inc.	1,800.00
Manitoba Freestyle Wrestling Association Inc.	8,300.00
Manitoba Golf Association Inc.	3,300.00
Manitoba Gymnastics Association Inc.	5,450.00
Manitoba Handball Association Inc.	4,000.00
Manitoba Horse Council Inc.	9,400.00
Manitoba Lacrosse Association Inc.	1,200.00
Manitoba Ladies' Curling Association Inc.	100.00
Manitoba Lawn Bowling Association Inc.	5,600.00
Manitoba Modern Pentathlon Association Inc.	1,200.00
Manitoba Orienteering Association Inc.	2,700.00
Manitoba Paddling Association Inc.	6,600.00
Manitoba Powerlifting Association Inc.	7,250.00
Manitoba Provincial Handgun Association Inc.	3,600.00
Manitoba Provincial Rifle Association Inc.	8,800.00
Manitoba Racquetball Association Inc.	1,000.00
Manitoba Rhythmic Sportive Gymnastics Association Inc.	1,700.00
Manitoba Ringette Association Inc.	1,200.00
Manitoba Rowing Association Inc.	4,300.00
Manitoba Rugby Union Inc.	1,500.00
Manitoba Sailing Association Inc.	7,800.00
Manitoba Skeet Shooting Association Inc.	2,300.00
Manitoba Soccer Association Inc.	3,700.00
Manitoba Softball Association Inc.	2,050.00
Manitoba Special Olympics Inc.	3,570.00
Manitoba Speed Skating Association Inc.	8,800.00
Manitoba Sport Parachute Association Inc.	300.00
Manitoba Table Tennis Association Inc.	1,400.00
Manitoba Tae Kwon Do Association (1982) Inc.	3,000.00
Manitoba Ten Pin Bowling Federation Inc.	6,000.00
Manitoba Trapshooting Association Inc.	3,700.00
Manitoba Volleyball Association Inc.	3,200.00
Manitoba Water Ski Region Inc.	9,600.00
Manitoba Waterpolo Association Inc.	2,000.00
Manitoba Weightlifting Association Inc.	4,150.00
Manitoba Wheelchair Sports and Recreation Association Inc.	3,800.00
Manitoba Women's Field Hockey Association Inc.	1,900.00
Squash Manitoba Inc.	4,200.00
Synchro Swim Manitoba Inc.	400.00
	$ 259,120.00

Fitness & Sport
Grants Paid
1990-91 Fiscal Year

7. HIGH PERFORMANCE CENTRES

Athletics Manitoba Inc.	$ 7,100.00
Canadian Amateur Swimming Association (Manitoba Section) Inc.	5,000.00
Manitoba Freestyle Wrestling Association Inc.	2,700.00
Manitoba Racquetball Association Inc.	1,500.00
Manitoba Rhythmic Sportive Gymnastics Association Inc.	5,700.00
Manitoba Sailing Association Inc.	1,500.00
Squash Manitoba Inc.	1,500.00
	$ 25,000.00

8. HOSTING/VOLUNTEER RECOGNITION

Archers & Bowhunters Association of Manitoba Inc.	$ 3,500.00
Athletics Manitoba Inc.	4,000.00
Bandy Federation of Manitoba Inc.	400.00
Canadian Amateur Diving Association Inc. (Manitoba Section)	1,000.00
Canadian Association of Sport Sciences	1,200.00
Canadian Figure Skating Association (Manitoba Section) Inc.	1,500.00
Canadian Motorcycle Association (Manitoba Region) Inc.	3,000.00
Cross Country Ski Association of Manitoba Inc.	1,000.00
Manitoba Amateur Boxing Association Inc.	500.00
Manitoba Amateur Broomball Association Inc.	1,500.00
Manitoba Amateur Hockey Association Inc.	1,500.00
Manitoba Baseball Association Inc.	1,000.00
Manitoba Cerebral Palsy Sports Association Inc.	500.00
Manitoba Curling Association Inc.	2,500.00
Manitoba Field Hockey Association Inc.	3,400.00
Manitoba Five Pin Bowling Federation Inc.	500.00
Manitoba Freestyle Wrestling Association Inc.	1,500.00
Manitoba Horse Council Inc.	5,000.00
Manitoba Horseshoe Players Association Inc.	3,000.00
Manitoba Lacrosse Association Inc.	3,500.00
Manitoba Ladies' Curling Association Inc.	2,500.00
Manitoba Ladies' Golf Association Inc.	250.00
Manitoba Paddling Association Inc.	3,500.00
Manitoba Powerlifting Association Inc.	1,300.00
Manitoba Rhythmic Sportive Gymnastics Association Inc.	2,800.00
Manitoba Ringette Association Inc.	500.00
Manitoba Rugby Union Inc.	1,750.00
Manitoba Sailing Association Inc.	1,500.00
Manitoba Soaring Council Inc.	3,500.00
Manitoba Soccer Association Inc.	2,000.00
Manitoba Softball Association Inc.	1,500.00
Manitoba Speed Skating Association Inc.	2,200.00
Manitoba Sports and Recreation Association for the Blind Inc.	2,500.00
Manitoba Table Tennis Association Inc.	1,000.00

Fitness & Sport
Grants Paid
1990-91 Fiscal Year

Manitoba Tennis Association (Tennis Manitoba) Inc.	500.00
Manitoba Trapshooting Association Inc.	1,000.00
Manitoba Volleyball Association Inc.	4,500.00
Manitoba Water Ski Region Inc..	3,000.00
Manitoba Wheelchair Sports and Recreation Association Inc.	1,000.00
Manitoba Women's Field Hockey Association Inc.	2,500.00
Squash Manitoba Inc.	200.00
Synchro Swim Manitoba Inc.	500.00
	$ 80,000.00

9. CANADA GAMES

Biathlon Association of Manitoba Inc.	$ 4,900.00
Canadian Figure Skating Association (Manitoba Section) Inc.	8,400.00
Cross Country Ski Association of Manitoba Inc.	7,950.00
Manitoba Amateur Boxing Association Inc.	3,400.00
Manitoba Amateur Hockey Association Inc.	10,200.00
Manitoba Badminton Association Inc.	7,750.00
Manitoba Black Belt Association Inc.	10,550.00
Manitoba Curling Association Inc.	3,705.00
Manitoba Fencing Association Inc.	3,400.00
Manitoba Gymnastics Association Inc.	11,000.00
Manitoba Provincial Handgun Association Inc.	2,850.00
Manitoba Provincial Rifle Association Inc.	2,050.00
Manitoba Racquetball Association Inc.	6,300.00
Manitoba Rhythmic Sportive Gymnastics Association Inc.	7,475.00
Manitoba Ringette Association Inc.	9,045.00
Manitoba Speed Skating Association Inc.	11,400.00
Manitoba Table Tennis Association Inc.	6,280.00
Manitoba Weightlifting Association Inc.	12,600.00
Squash Manitoba Inc.	10,800.00
Synchro Swim Manitoba Inc.	1,370.00
Team Manitoba '91	28,575.00
	$ 170,000.00

10. WESTERN CANADA GAMES

Archers & Bowhunters Association of Manitoba Inc.	$ 1,000.00
Athletics Manitoba Inc.	4,000.00
Canadian Amateur Diving Association Inc. (Manitoba Section)	3,500.00
Canadian Amateur Swimming Association (Manitoba Section) Inc.	5,000.00
Manitoba Amateur Basketball Association Inc.	6,000.00
Manitoba Amateur Boxing Association Inc.	1,000.00
Manitoba Baseball Association Inc.	2,000.00
Manitoba Black Belt Association Inc.	3,500.00
Manitoba Cycling Association Inc..	5,000.00
Manitoba Fencing Association Inc.	2,000.00

Manitoba Field Hockey Association Inc.	2,000.00
Manitoba Freestyle Wrestling Association Inc.	4,000.00
Manitoba Gymnastics Association Inc.	4,000.00
Manitoba Horse Council Inc.	2,000.00
Manitoba Paddling Association Inc.	1,000.00
Manitoba Provincial Handgun Association Inc.	1,000.00
Manitoba Provincial Rifle Association Inc.	1,500.00
Manitoba Rhythmic Sportive Gymnastics Association Inc.	3,000.00
Manitoba Rowing Association Inc.	4,000.00
Manitoba Rugby Union Inc.	3,000.00
Manitoba Sailing Association Inc.	4,000.00
Manitoba Skeet Shooting Association Inc.	2,000.00
Manitoba Soccer Association Inc.	8,000.00
Manitoba Softball Association Inc.	4,000.00
Manitoba Special Olympics Inc.	2,000.00
Manitoba Table Tennis Association Inc.	3,000.00
Manitoba Team Handball Federation Inc.	6,000.00
Manitoba Tennis Association (Tennis Manitoba) Inc.	3,000.00
Manitoba Trapshooting Association Inc.	2,000.00
Manitoba Volleyball Association Inc.	4,000.00
Manitoba Waterpolo Association Inc.	5,000.00
Manitoba Weightlifting Association Inc.	3,000.00
Manitoba Wheelchair Sports and Recreation Association Inc.	2,500.00
Manitoba Women's Field Hockey Association Inc.	2,500.00
Synchro Swim Manitoba Inc.	2,000.00
Team Manitoba '91	58,500.00
	$ 170,000.00

11. RURAL SPORT DEVELOPMENT

Central Region Sport Association	$ 45,000.00
Eastman Sport Development Association	50,000.00
General Council of Winnipeg Community Centres	15,000.00
Interlake Sport Development Association	45,000.00
Norman Regional Sport Association	50,000.00
Parkland Sport Council	45,000.00
Westman Sport Association	45,000.00
	$ 295,000.00

12. ATHLETIC THERAPY

Manitoba Athletic Therapists Association	$ 250,000.00

Fitness & Sport
Grants Paid
1990-91 Fiscal Year

13. SPORT SCIENCE

Man. Sec.-Sports Physiotherapy Div.-Cdn. Physio. Assoc.	$ 3,500.00
Sports Medicine Council of Manitoba	11,500.00
	$ 15,000.00

14. UNIVERSITY ATHLETIC AWARDS

Brandon University	$ 22,500.00
Sport and Exercise Science Research Institute	25,000.00
University of Manitoba	76,875.00
University of Winnipeg	25,625.00
	$ 150,000.00

15. MANITOBA SOCIETY OF SENIORS $ 10,000.00

16. MANITOBA SPECIAL OLYMPICS INC $ 60,000.00

17. COACHES OFFICIALS DEVELOPMENT

Athletics Manitoba Inc.	$ 3,900.00
Biathlon Association of Manitoba Inc.	2,820.00
Brandon University	2,228.00
Canadian Amateur Diving Association Inc. (Manitoba Section)	1,500.00
Canadian Amateur Swimming Association (Manitoba Section) Inc.	5,773.00
Canadian Association of Sport Sciences	1,200.00
Canadian Figure Skating Association (Manitoba Section) Inc.	5,300.00
Canadian Interuniversity Athletic Union	3,800.00
Canadian Motorcycle Association (Manitoba Region) Inc.	1,335.00
Carmen-Dufferin Recreation Commission	399.00
Central Region Sport Association	1,904.00
City of Portage la Prairie	904.00
City of Thompson Recreation Parks and Culture	480.00
Coaches Association of Manitoba	37,550.00
Cross Country Ski Association of Manitoba Inc.	500.00
Eastman Sport Development Association	1,400.00
Flin Flon Parks and Recreation Commission	2,560.00
Interlake Sport Development Association	595.00
Manitoba Alpine Ski Division Inc.	744.00
Manitoba Amateur Boxing Association Inc.	1,500.00
Manitoba Amateur Broomball Association Inc.	860.00
Manitoba Amateur Football Association Inc.	2541.00
Manitoba Amateur Hockey Association Inc.	3,050.00
Manitoba Badminton Association Inc.	760.00
Manitoba Baseball Association Inc.	4,539.00
Manitoba Black Belt Association Inc.	1,035.00
Manitoba Cerebral Palsy Sports Association Inc.	1,900.00

Fitness & Sport

Grants Paid

1990-91 Fiscal Year

Manitoba Cricket Association Inc.	900.00
Manitoba Cycling Association Inc..	2,313.00
Manitoba Deaf Sports Association Inc.	860.00
Manitoba Fencing Association Inc.	3,900.00
Manitoba Five Pin Bowling Federation Inc.	465.00
Manitoba Freestyle Ski Association Inc.	600.00
Manitoba Freestyle Wrestling Association Inc.	2,577.00
Manitoba Golf Association Inc.	600.00
Manitoba Gymnastics Association Inc.	9,485.00
Manitoba Handball Association Inc.	800.00
Manitoba Horse Council Inc.	9,422.00
Manitoba Lacrosse Association Inc.	3,249.00
Manitoba Ladies' Golf Association Inc.	1,615.00
Manitoba Lawn Bowling Association Inc.	1,425.00
Manitoba Orienteering Association Inc.	1,445.00
Manitoba Physical Education Teachers' Association	4,650.00
Manitoba Provincial Rifle Association Inc.	2,400.00
Manitoba Rhythmic Sportive Gymnastics Association Inc.	3,428.00
Manitoba Ringette Association Inc.	1,560.00
Manitoba Rowing Association Inc.	1,607.00
Manitoba Rugby Union Inc.	900.00
Manitoba Sailing Association Inc.	700.00
Manitoba Skeet Shooting Association Inc.	750.00
Manitoba Soccer Association Inc.	2,793.00
Manitoba Softball Association Inc.	23,873.00
Manitoba Special Olympics Inc.	195.00
Manitoba Speed Skating Association Inc.	2,378.00
Manitoba Sport Parachute Association Inc.	570.00
Manitoba Sports and Recreation Association for the Blind Inc.	4,600.00
Manitoba Table Tennis Association Inc.	1,000.00
Manitoba Tae Kwon Do Association (1982) Inc.	600.00
Manitoba Team Handball Federation Inc.	1,540.00
Manitoba Ten Pin Bowling Federation Inc.	1,223.00
Manitoba Tennis Association (Tennis Manitoba) Inc.	2,492.00
Manitoba Triathlon Association Inc.	790.00
Manitoba Volleyball Association Inc.	4,330.00
Manitoba Water Ski Region Inc..	1,460.00
Manitoba Weightlifting Association Inc.	750.00
Manitoba Women's Field Hockey Association Inc.	555.00
Parkland Sport Council	2,384.00
Red River Community College	350.00
Southeast Recreation Commission	340.00
Squash Manitoba Inc.	1,250.00
Synchro Swim Manitoba Inc.	5,576.00
University of Manitoba	4,148.00
	$ 209,925.00

Fitness & Sport
Grants Paid
1990-91 Fiscal Year

18. MANITOBA SPORTS FEDERATION INC.	$ 7,856,352.00
19. CITY OF WINNIPEG	$ 1,000,000.00
20. 1991 WINNIPEG COUPE GREY CUP ASSOCIATION INC.	$ 500,000.00
	$ 11,968,397.00

Fitness and Sport Directorates

Reconciliation Statement

DETAILS	1990-91 ESTIMATES
1990-91 Main Estimates	$12,839,100
1990-91 ESTIMATE	$12,839,100

Fitness and Sport Directorates

Revenue Summary by Source

For Fiscal Year Ended March 31, 1991

With Comparative Figures for the Previous Fiscal Year

Actual 1989/90 $	Actual 1990/91 $	Increase (Decrease) $	Source	Actual 1990/91 $	Estimate 1990/91 $	Variance $	Explanation Number
			Current Operating Programs:				
			Other Revenue				
0	3,800	3,800	(a) Sundry	3,800	5,000	(1,200)	1
0	3,800	3,800	**TOTAL REVENUE**	3,800	3,800	(1,200)	

Fitness and Sport

Revenue Summary Explanations

Explanation Number	$	Explanation
1	3,800	Prior to 1990/91 Golden Boy Medallions were purchased in bulk by the Sport Directorate and resold to various sports organizations. The money received from the sale of these medallions was credited back to where it was originally expensed. In 1990/91 a revenue account was established to recover the funds for the inventory of medallions on hand. Once this inventory has been sold, the sports organizations will purchase these medallions directly from the supplier.

Fitness and Sport Directorates

Expenditure Summary

For Fiscal Year Ended March 31, 1991

With Comparative Figures for the Previous Fiscal Year

Estimate 1990/91 $	Appropriation	Actual 1990/91 $	Actual 1989/90 $	Increase (Decrease) $	Explanation Number
	28-1 Lotteries Funded Programs:				
	(a) Fitness Directorate				
115,400	Salaries	116,700	110,400	6,300	
113,700	Other	76,100	124,600	(48,500)	1
109,200	Grants	109,200	109,200	0	
	(b) Sport Directorate				
377,600	Salaries	375,200	295,500	79,700	2
263,000	Other	261,600	336,900	(75,300)	3
2,333,800	Grants	2,332,800	2,250,500	82,300	
170,000	Western Canada Summer Games	170,000	1,000,000	(830,000)	4
7,856,400	(c) Manitoba Sports Federation	7,856,400	7,856,400	0	
1,500,000	(d) Capital Grants - Major Sport Facilities	1,500,000	1,000,000	500,000	5
12,839,100	TOTAL FOR FITNESS AND SPORT	12,798,000	13,083,500*	(285,500)	

* In 1989/90 the Fitness Directorate salaries and $7200 of other expenditures were paid from appropriated funds. The balance expended was from Lotteries trust accounts.
In 1989/90 the Sport Directorate expenditures, grant payments to the Manitoba Sports Federation and the City of Winnipeg were paid from Lotteries trust accounts.

Fitness and Sport

Expenditure Summary Explanations

Explanation Number	$	Explanation
1	(48,500)	Due to staff turnover there were delays in the provision of consultative services, and the production of fitness resource material.
2	79,700	One time only payment of overtime, full-year costs of 1-1/2 staff years approved in 1989/90 and the payment of STEP students caused the increase in 1990/91.
3	(75,300)	The Sports Policy Advisory Committee incurred one-time-only costs during the fiscal year 1989/90 and there was a planned reduction of Manitoba Games administration costs in the fiscal year 1990/91.
4	(830,000)	In 1989/90 the province was responsible for hosting the 1990 Western Canada Summer Games, while in 1990/91 we were responsible only for the development of the Team Manitoba athletes participating in the Games.
5	500,000	The increase in 1990/91 refers to grant assistance made to 1991 Winnipeg Coupe Grey Cup Association Inc. for the purpose of upgrading the Winnipeg Stadium in order to host the 1991 Grey Cup.

Fitness and Sport

Staffing Analysis

Fiscal Year 1990/91*

Fitness
Director - J. Evanchuk
2 - Professional/Technical

Sport
Director - T. Bigelow
6 - Professional/Technical
2 - Administrative Support